

FIG. 1A

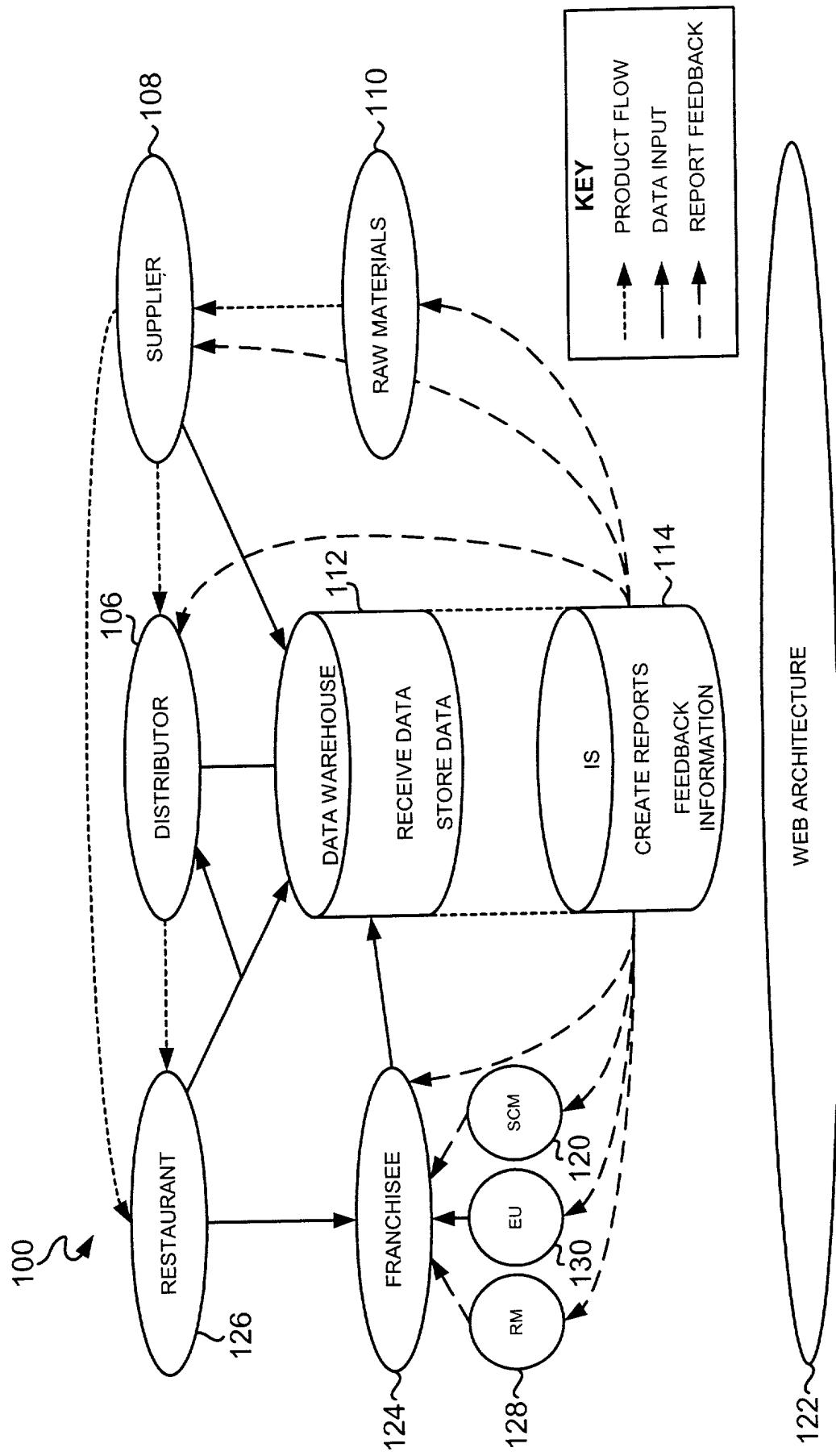


FIG. 1B

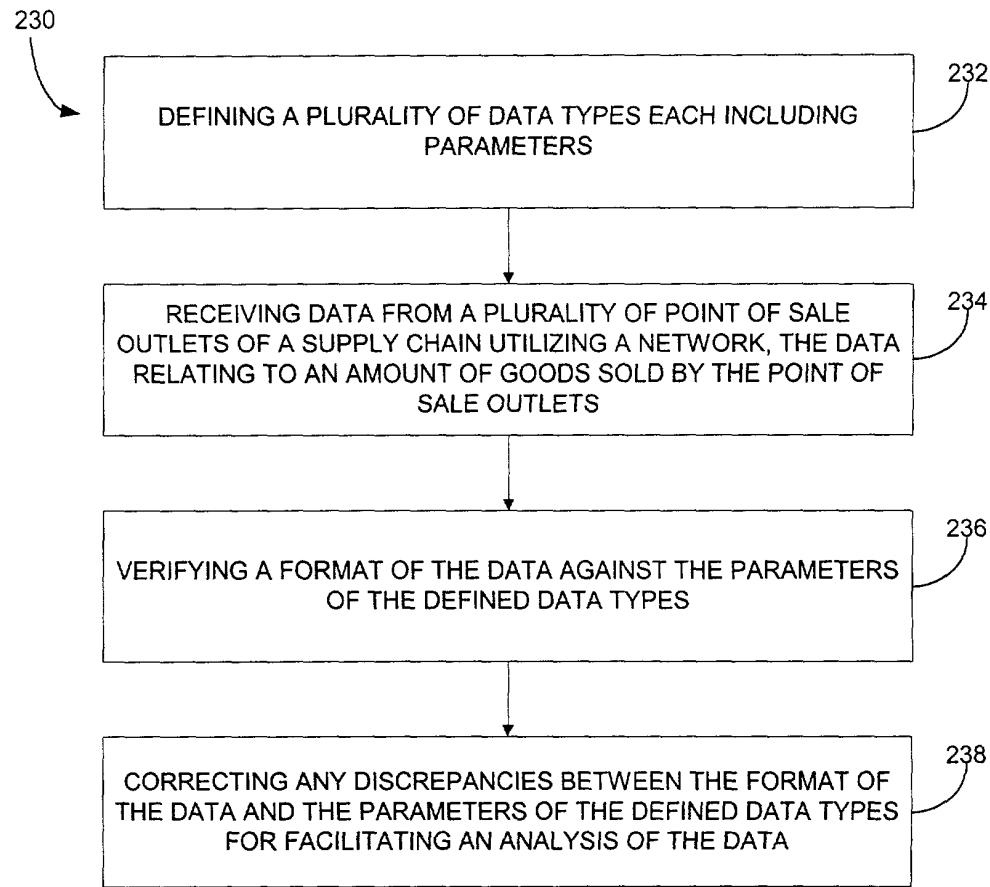


FIG. 2

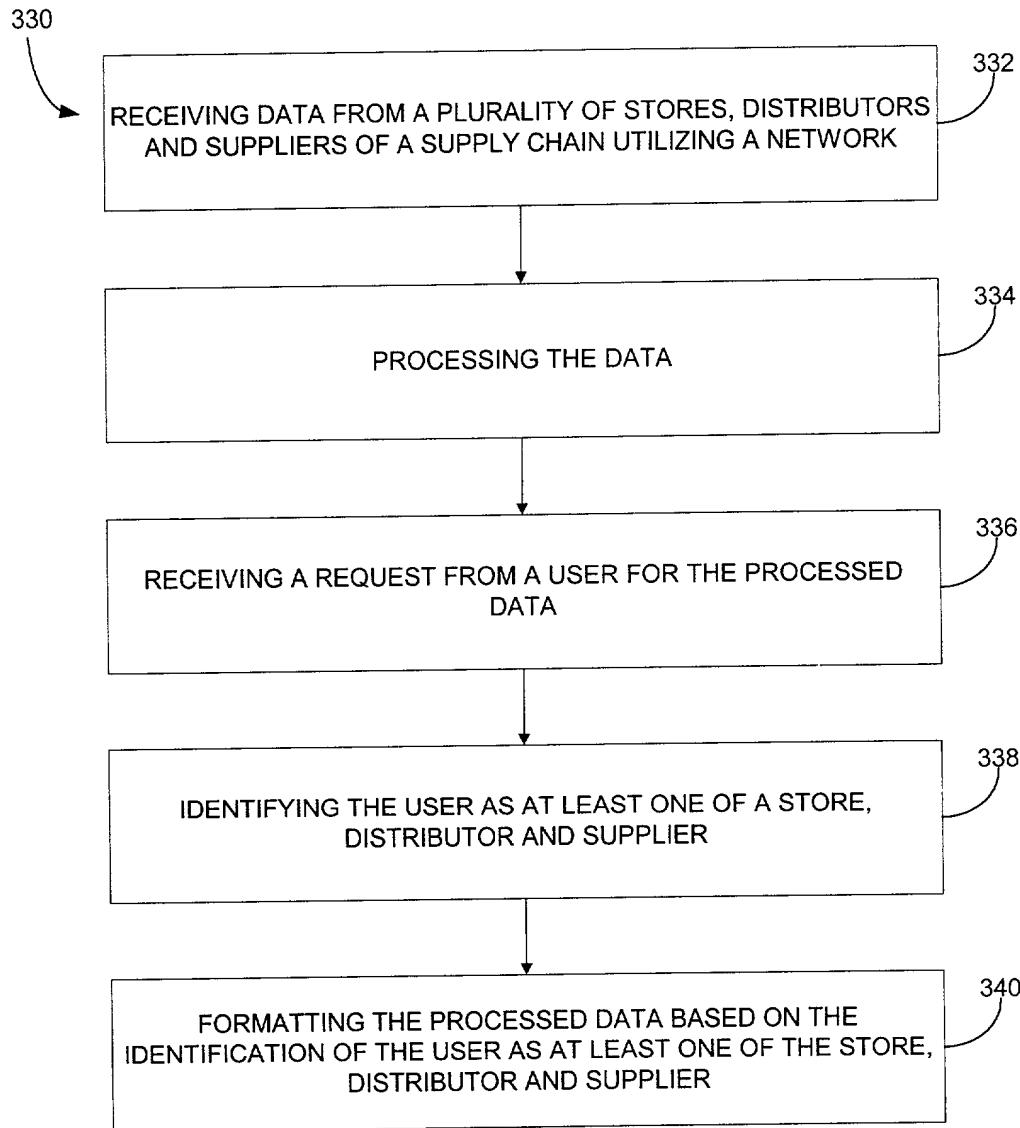


FIG. 3

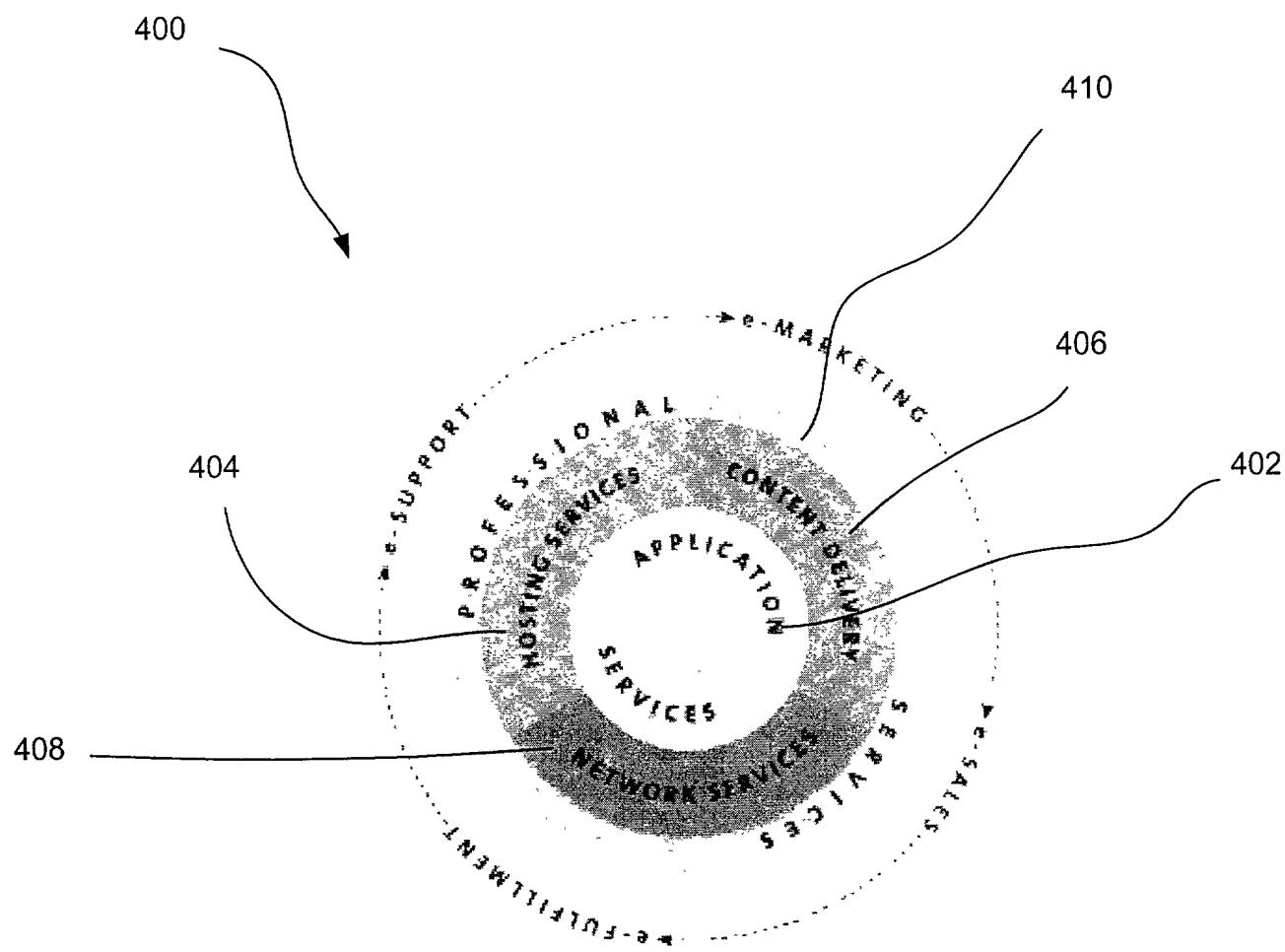


Fig. 4

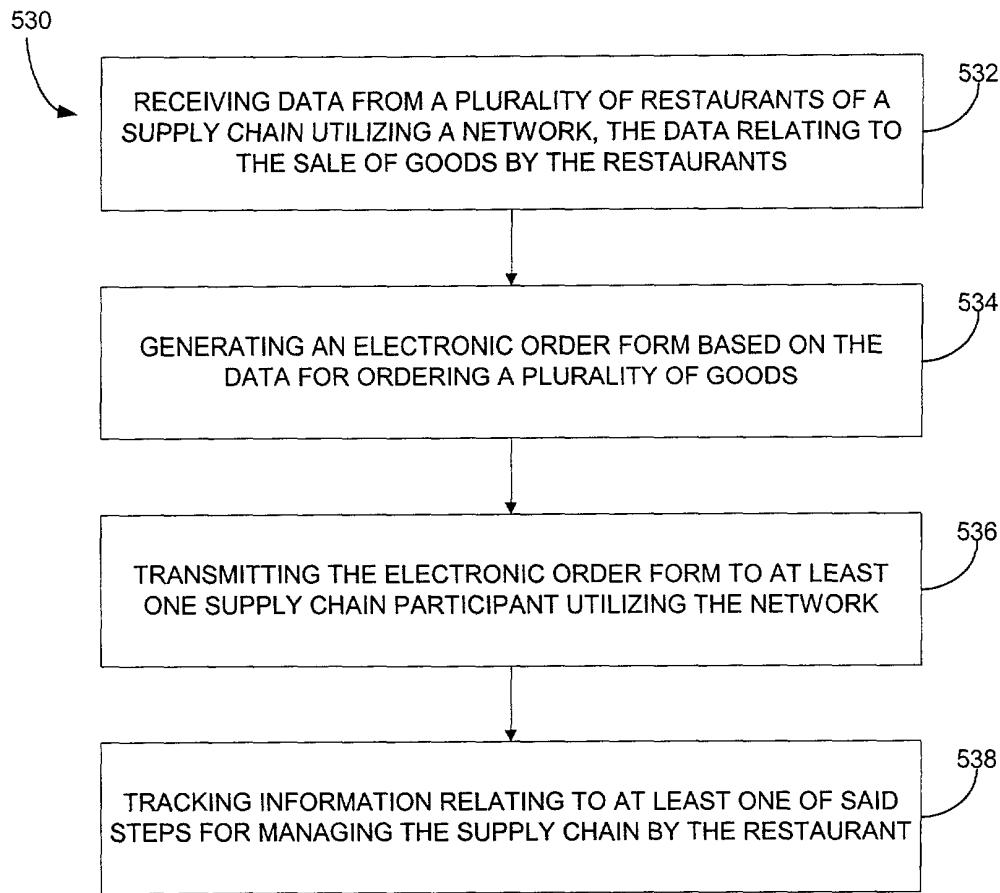


FIG. 5

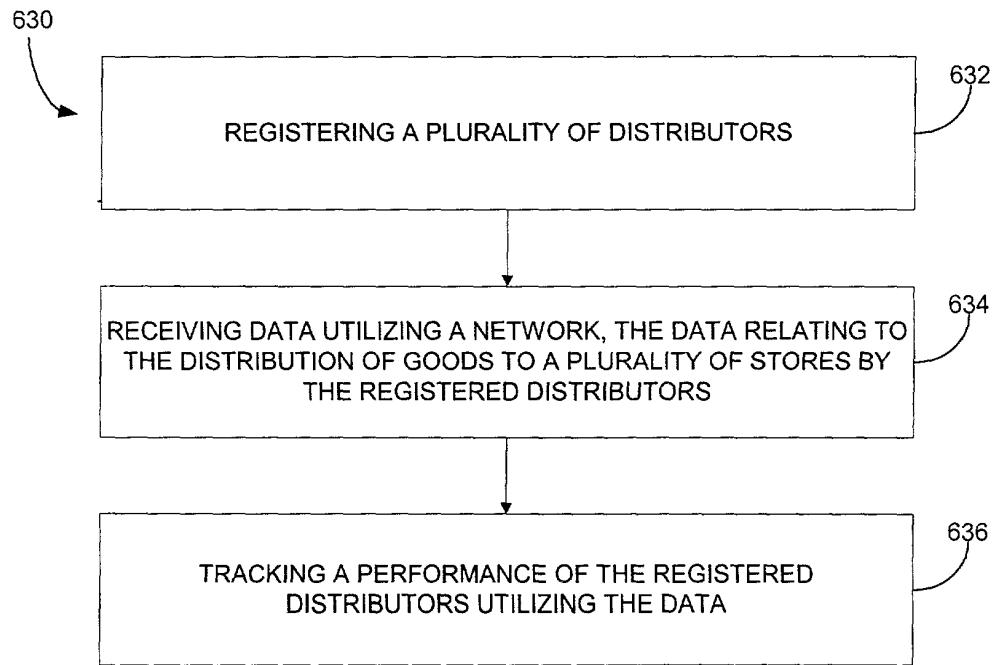


FIG. 6

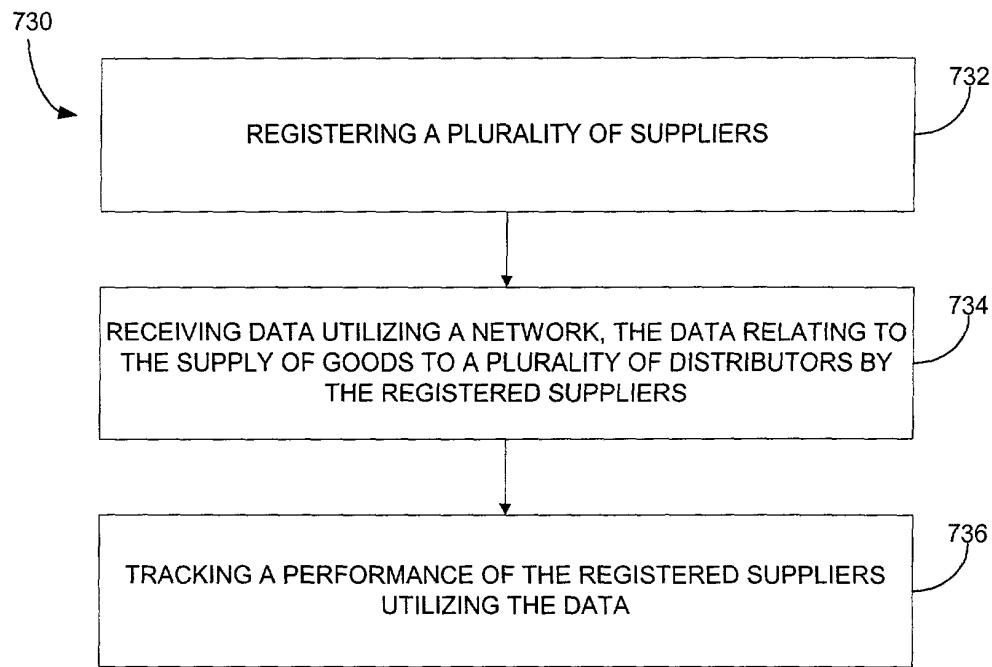


FIG. 7

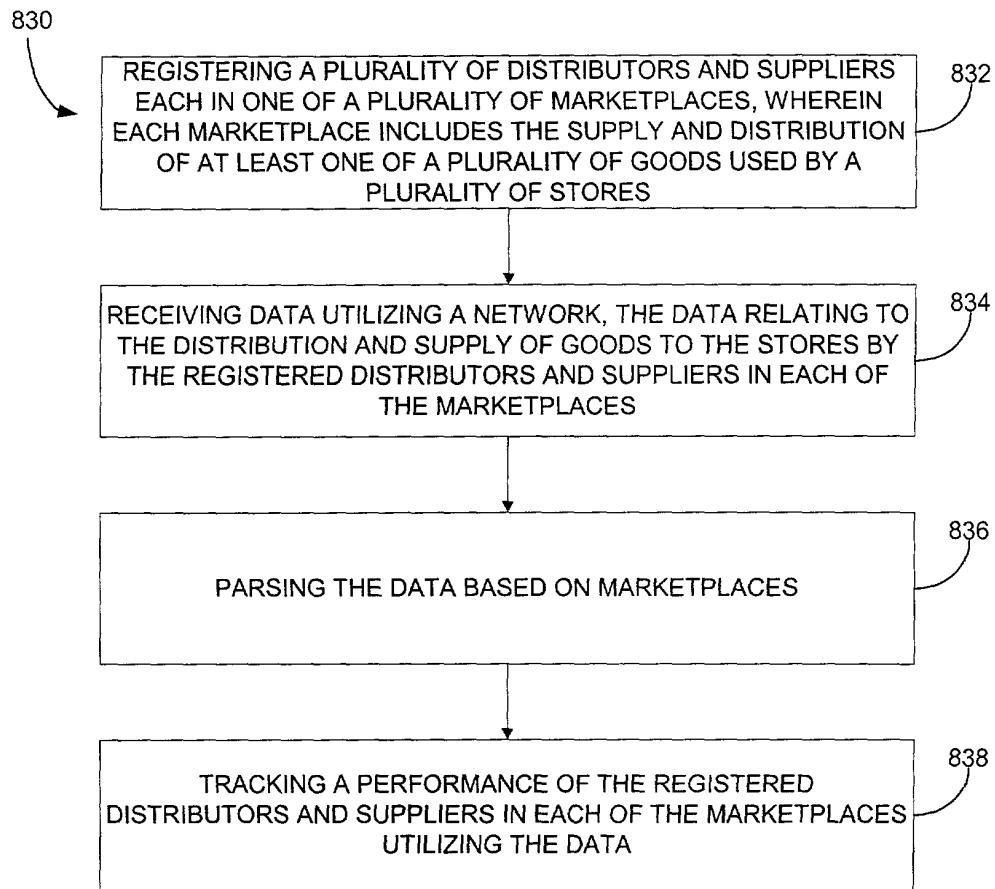


FIG. 8

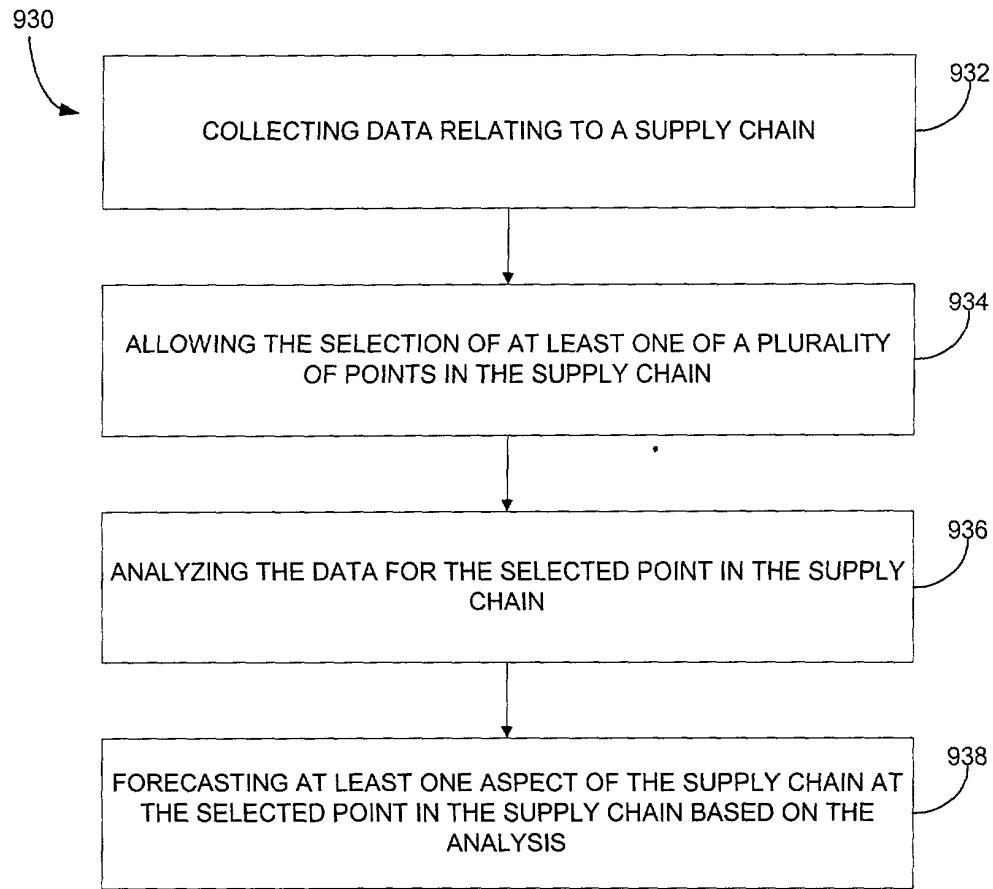


FIG. 9

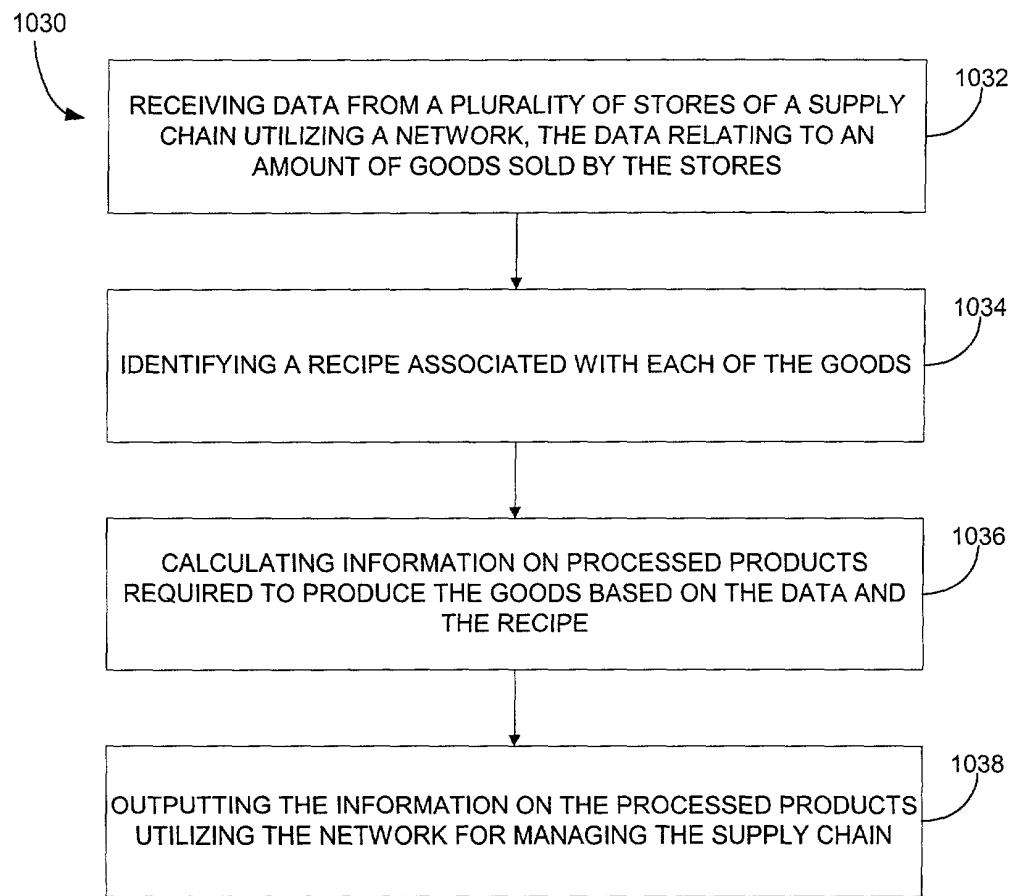


FIG. 10

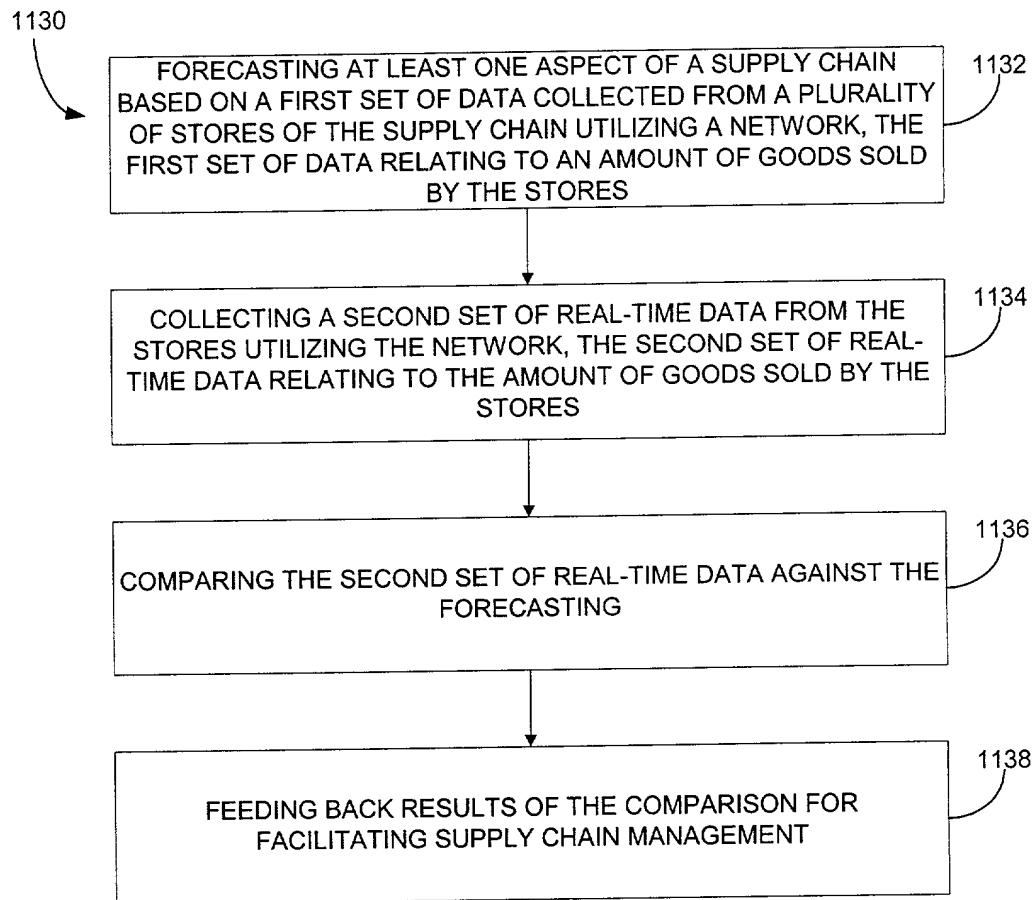


FIG. 11

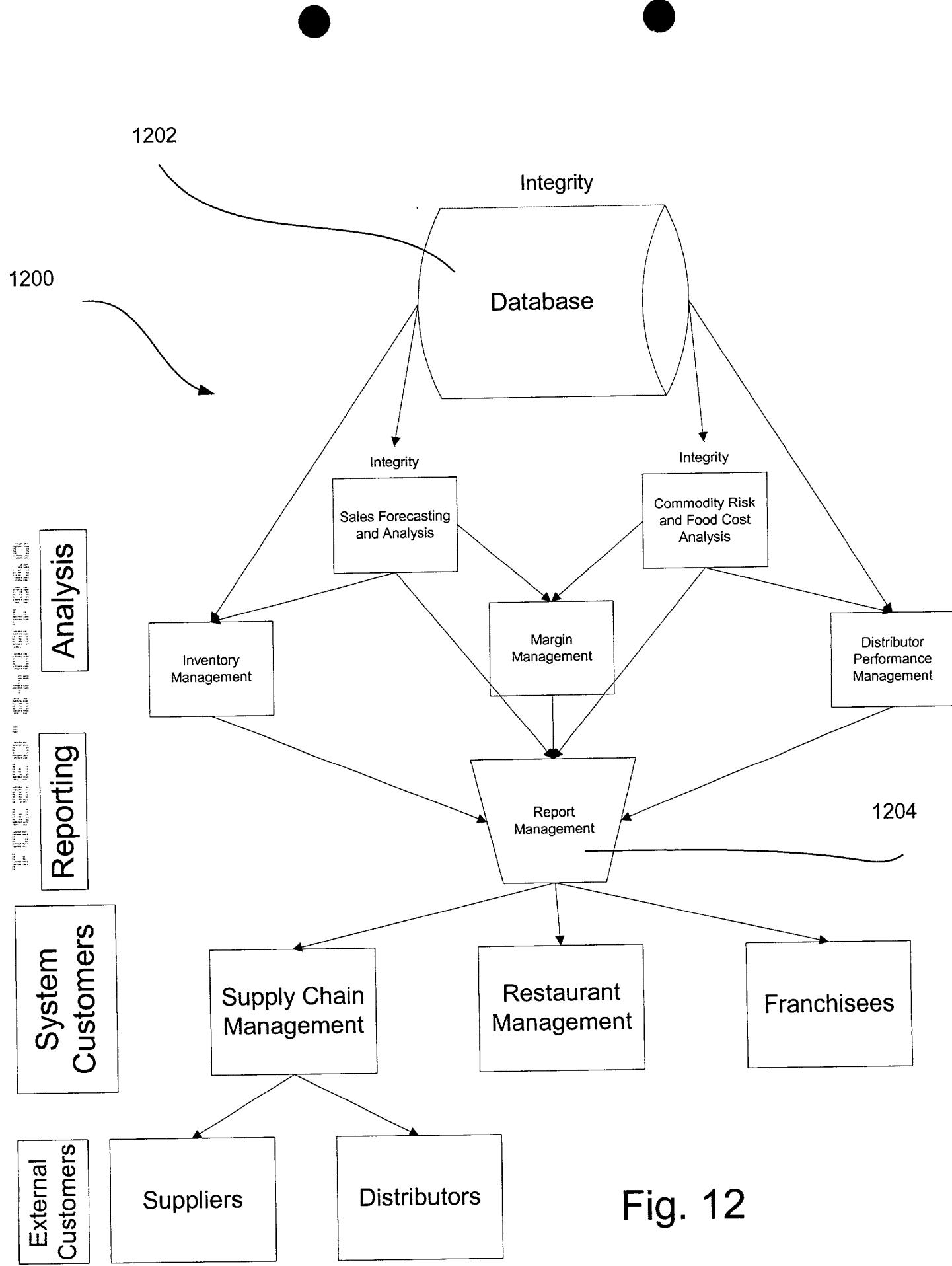


Fig. 12

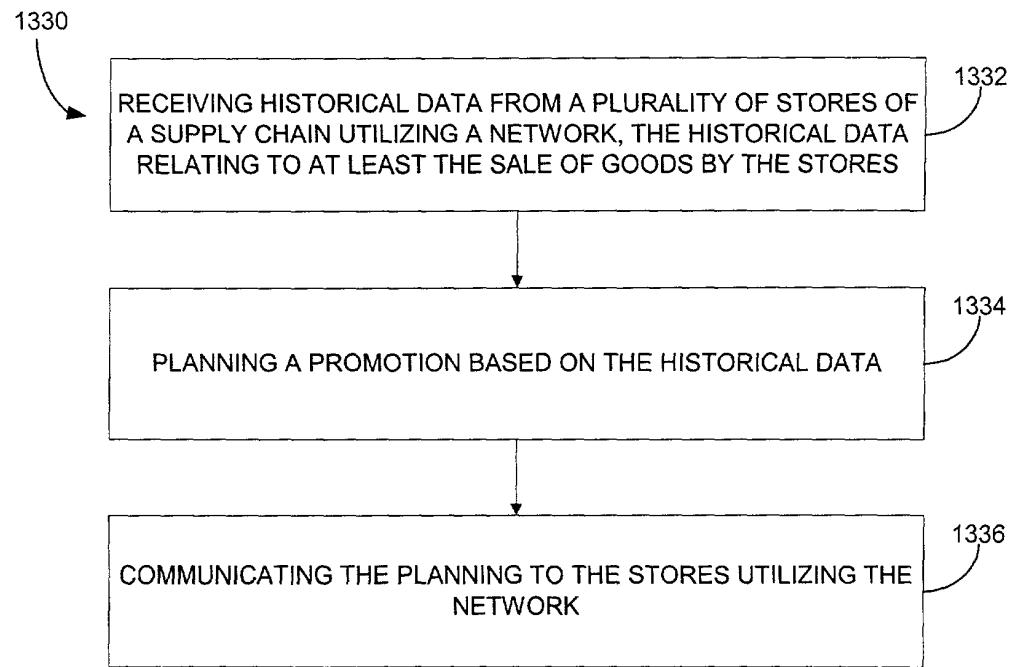


FIG. 13

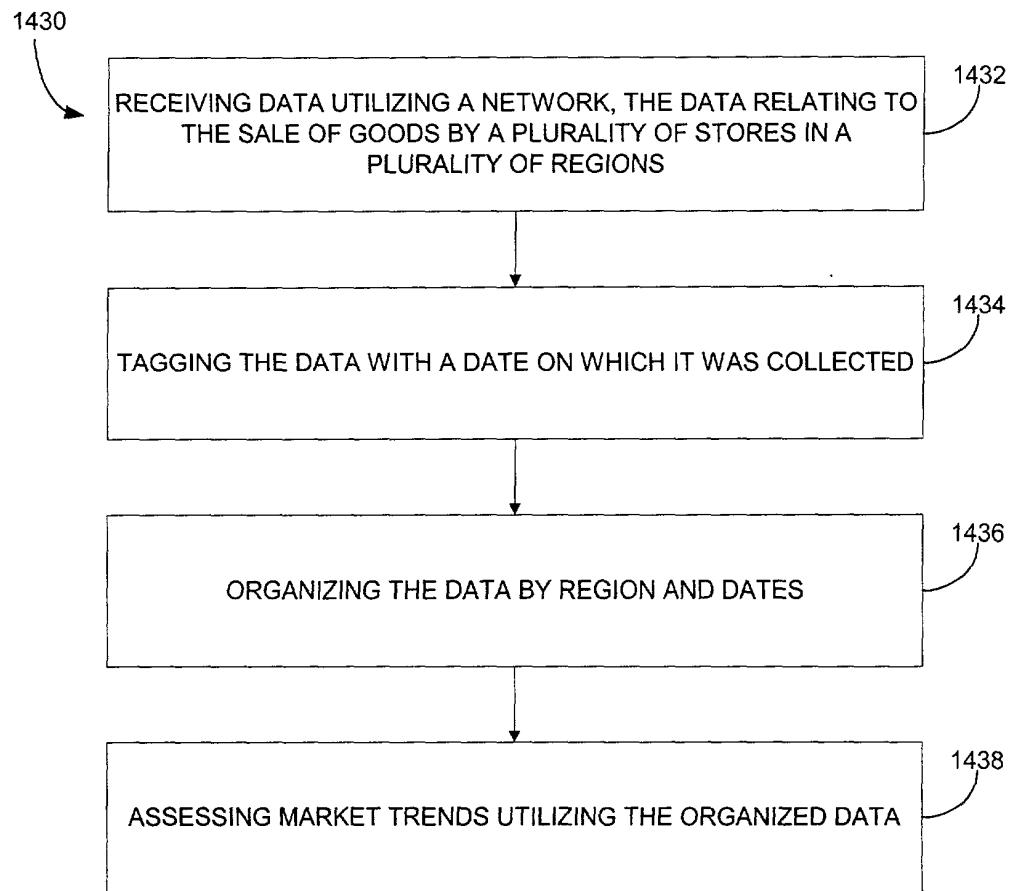


FIG. 14

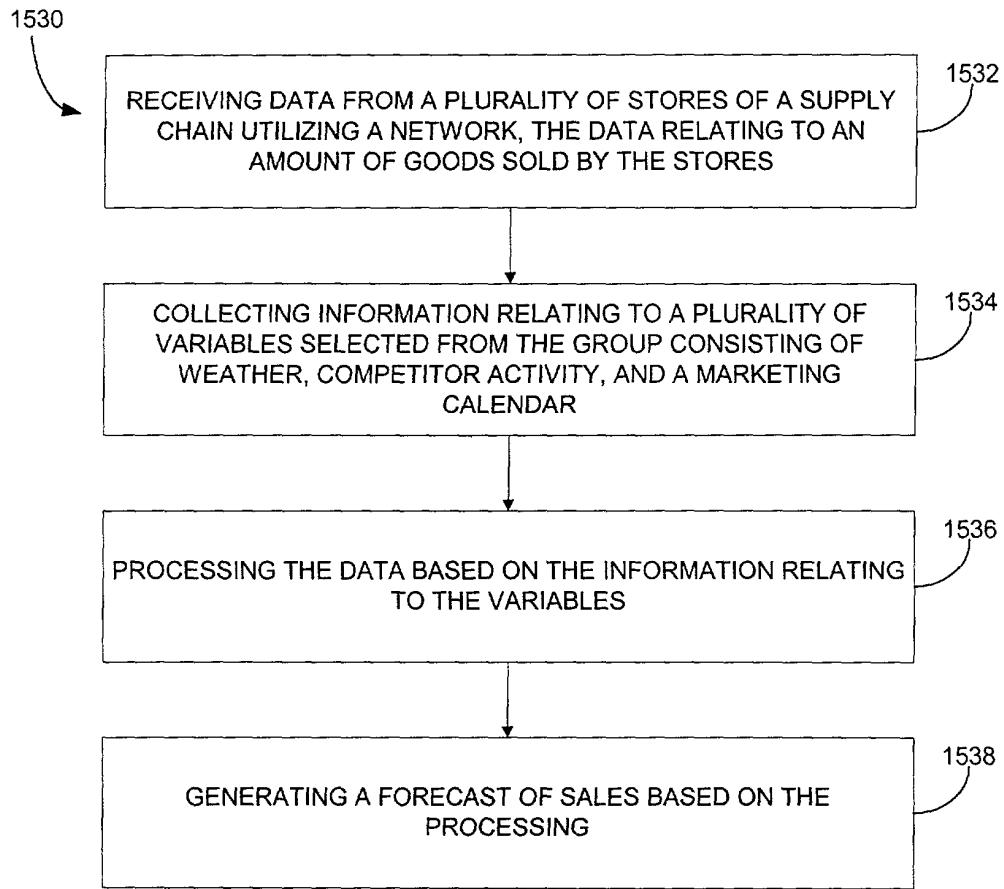


FIG. 15

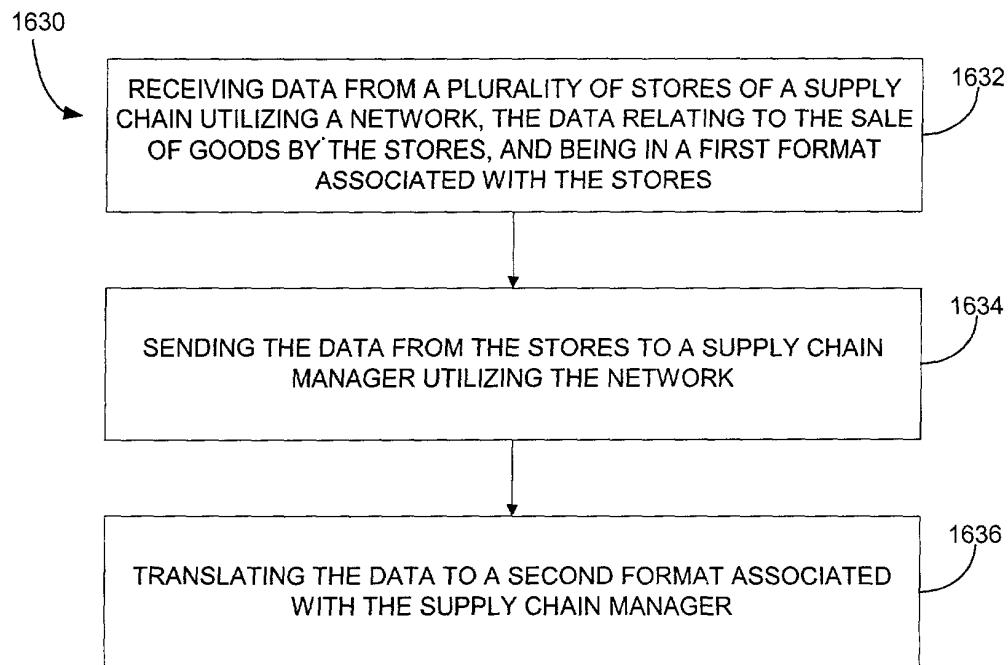


FIG. 16

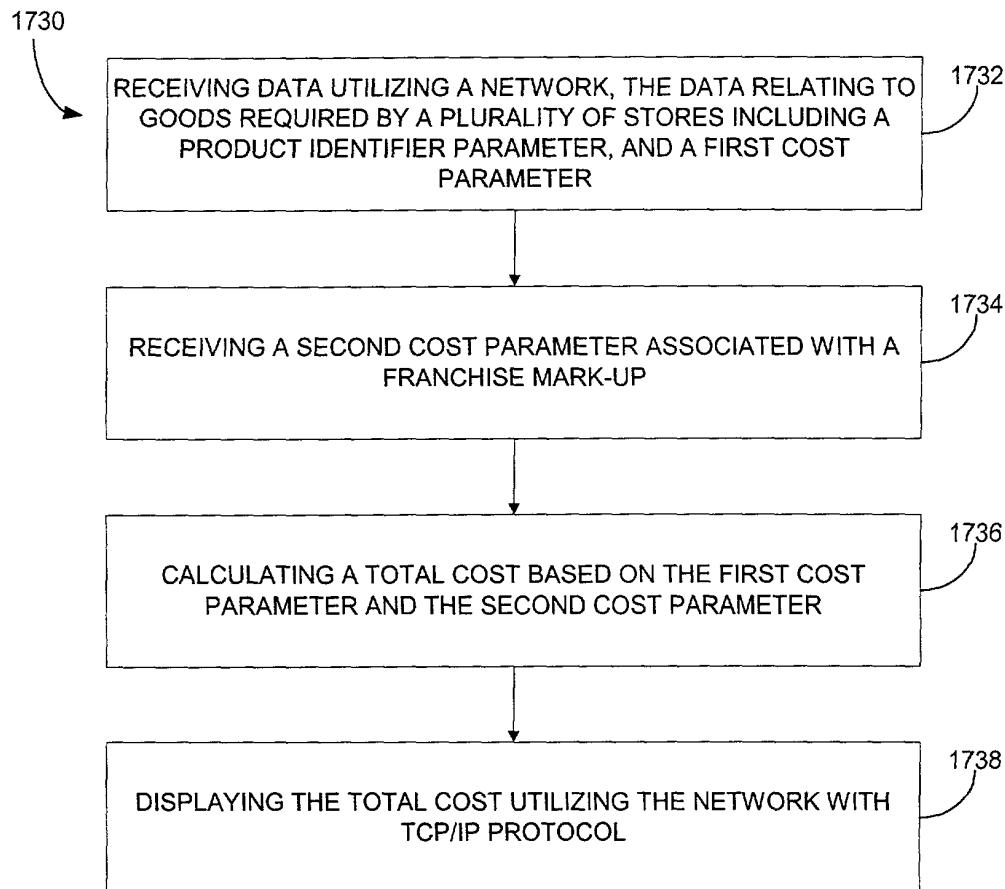


FIG. 17

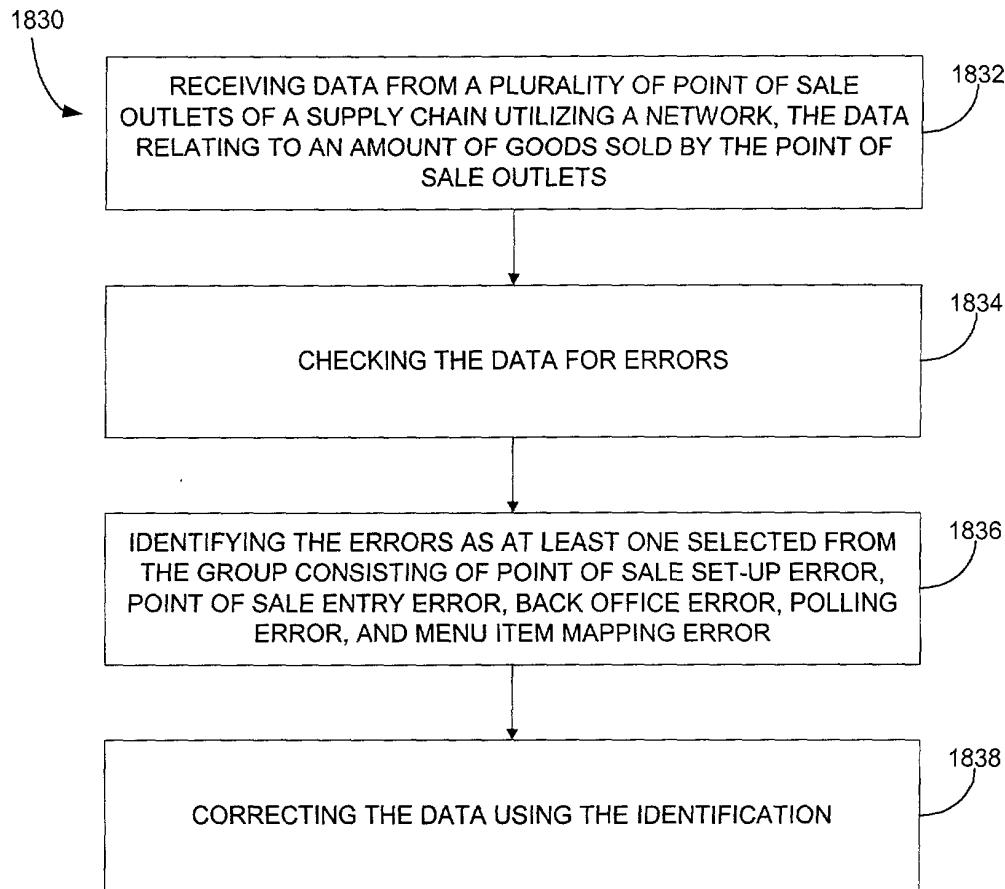


FIG. 18

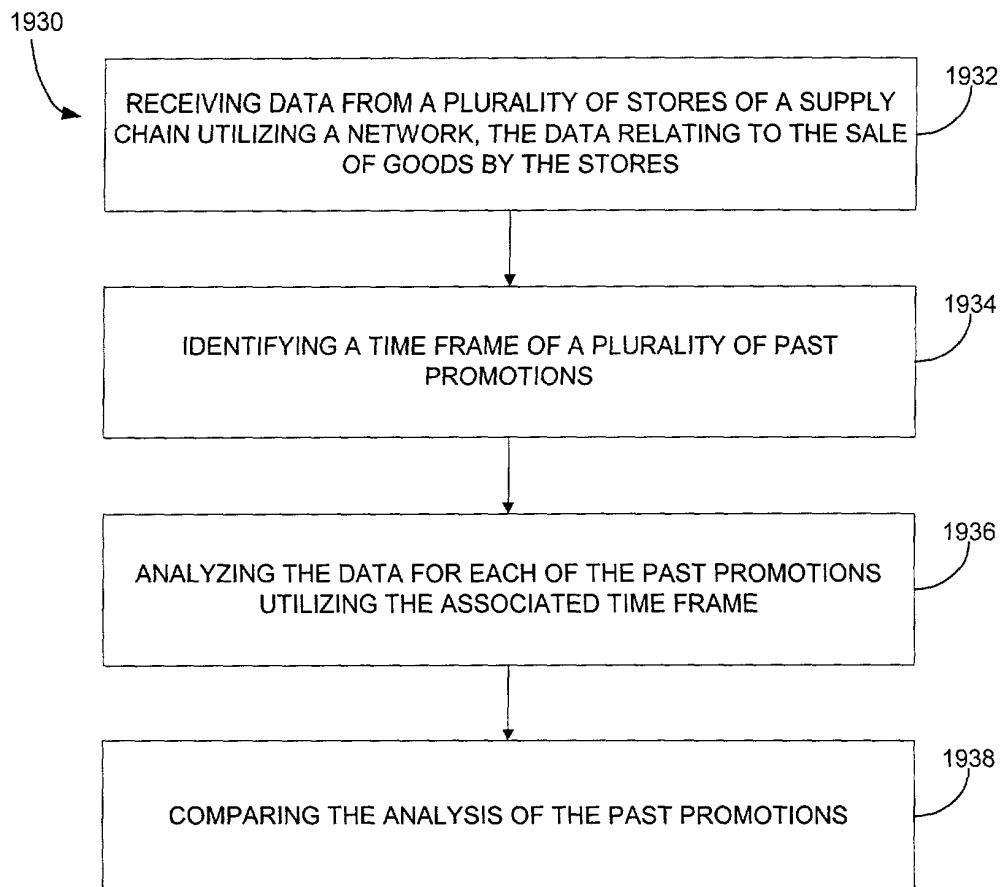


FIG. 19

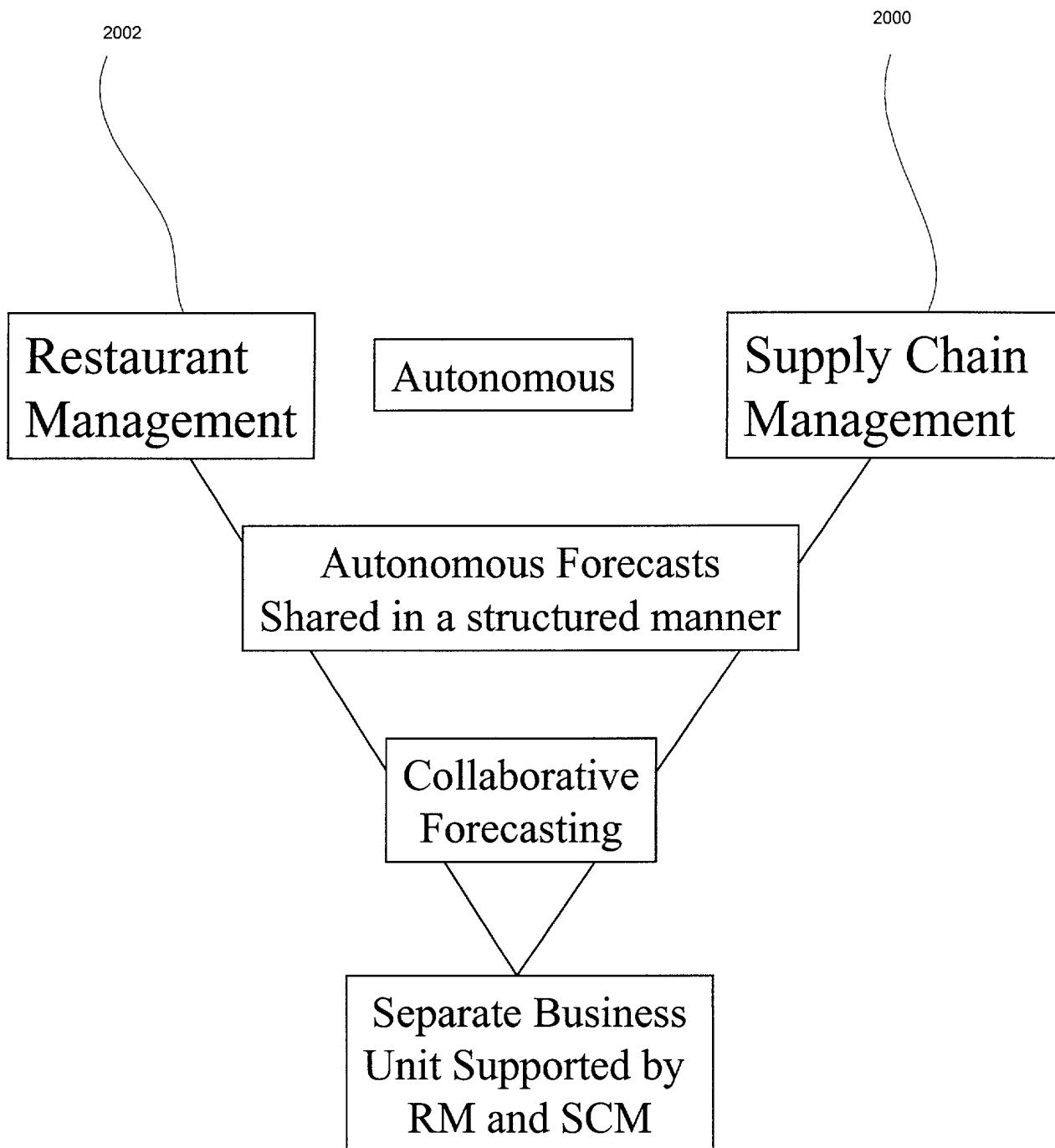


Fig. 20

2102 2104

2102 2104

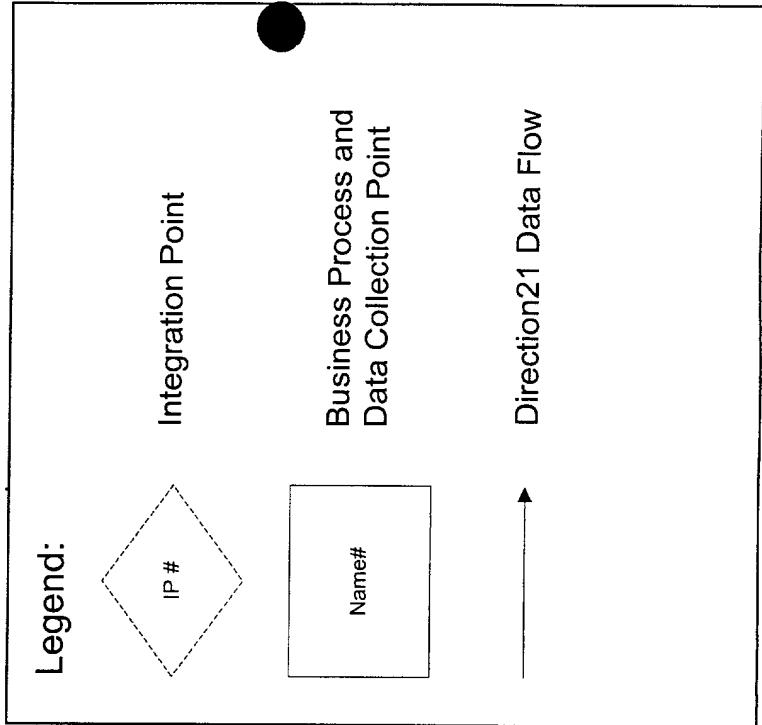
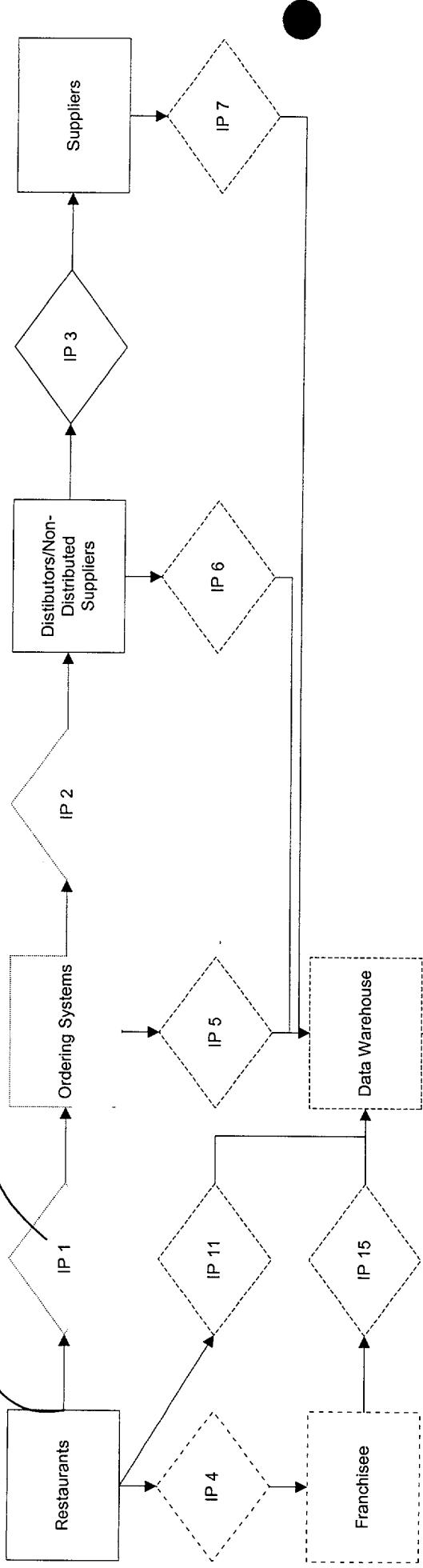


Fig. 21

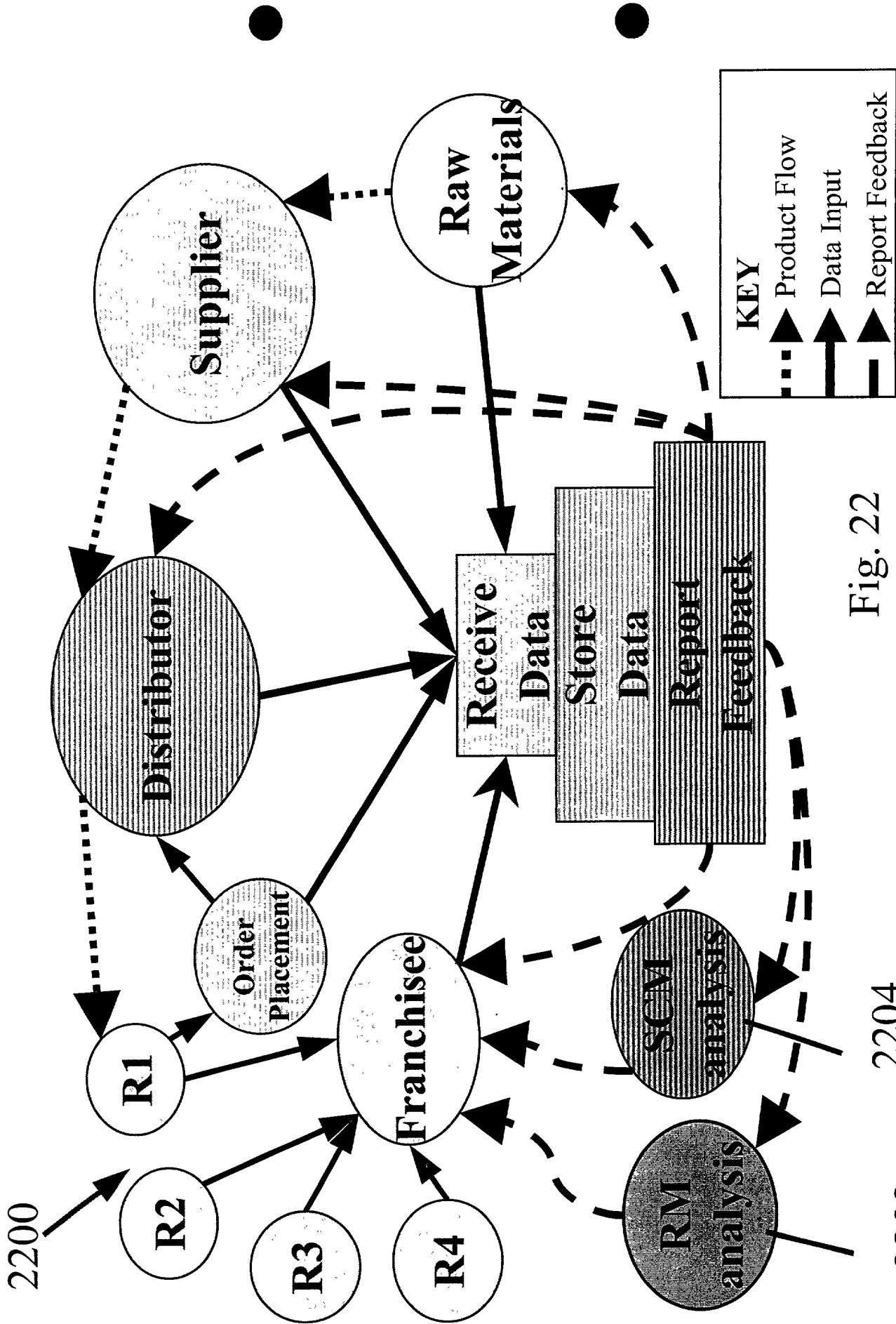


Fig. 22

2204

2202

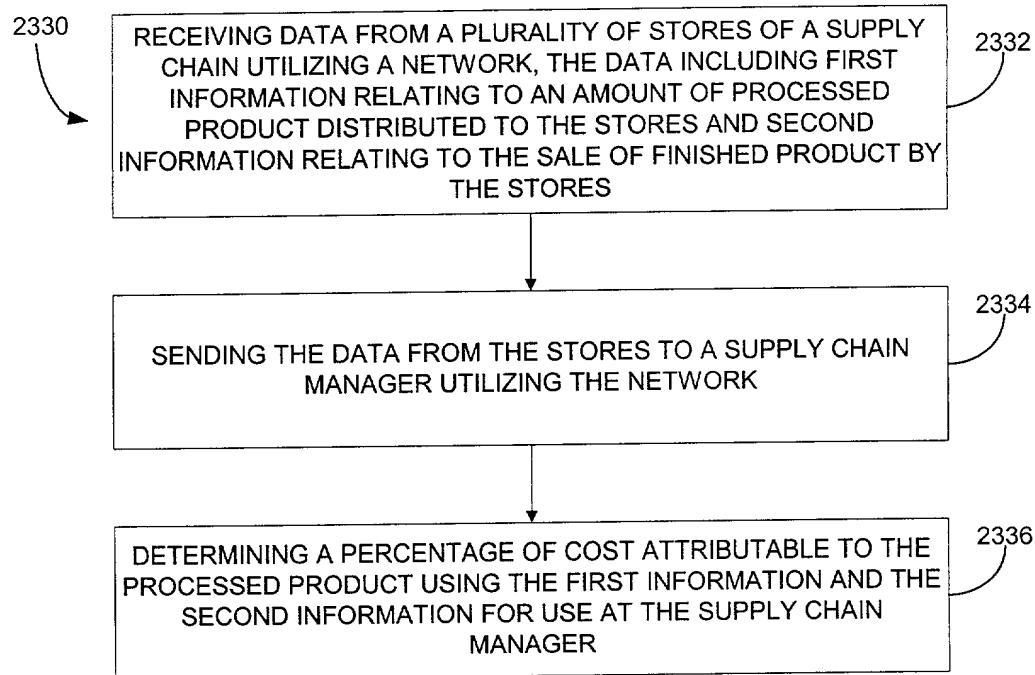


FIG. 23

FIG. 24

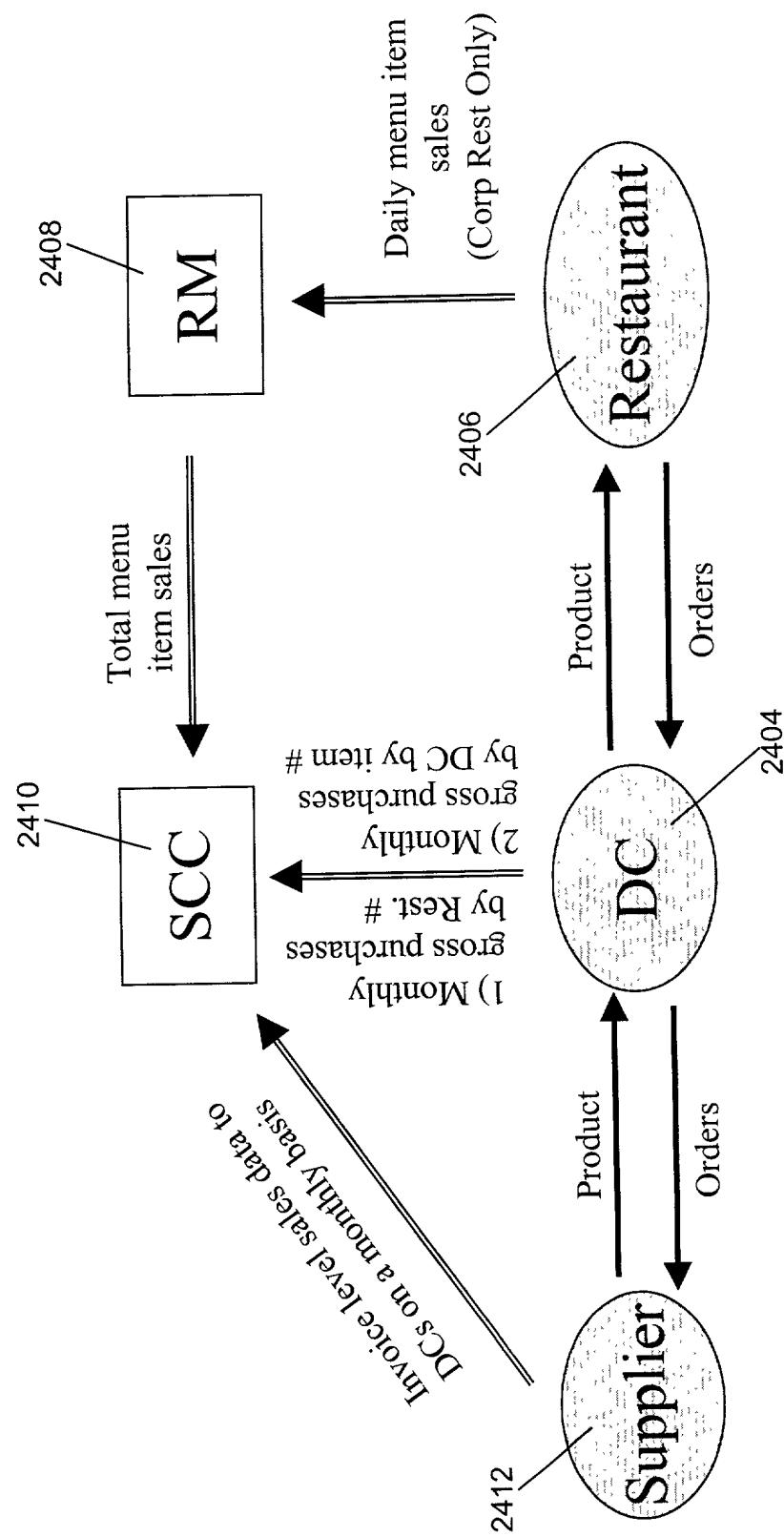


FIG. 25

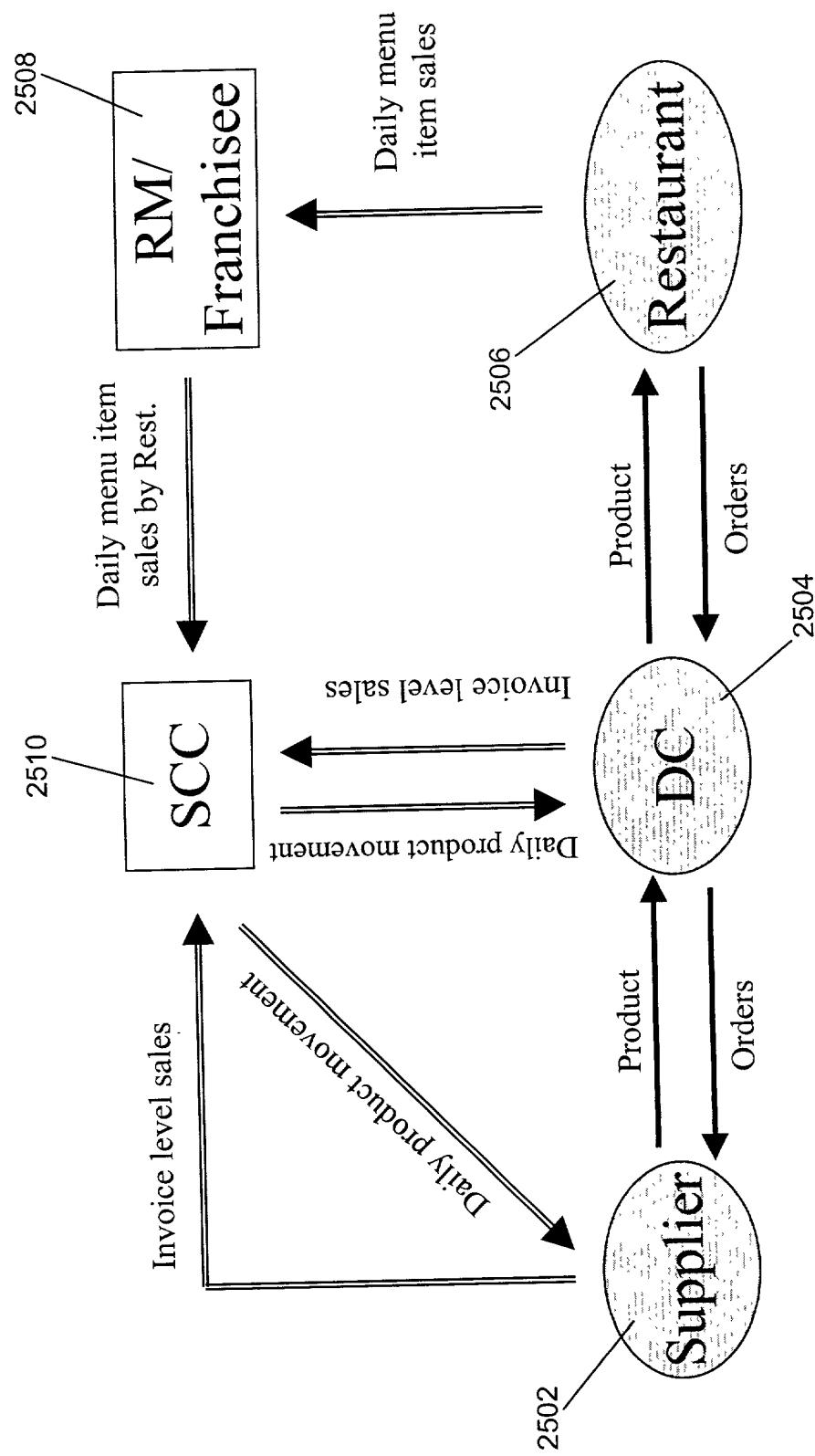


FIG. 26

2600

2602

2604

FIG. 27

Promotional Monitor - System & Regional										
Category	Segment	Historical			Week #1			Total		
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	
		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,675	
Total Sales(\$/Store)										
Menu Item Sales for Key Products(units/restaurant/week)										
Category	Segment	215	211	228	269	32	34	37	40	
Whopper	WHOPPERS	146	142	148	162	18	20	21	23	
	WHOPPERS W/CHEESE	699	679	714	813	94	103	111	120	
	YWWM WHOPPERS	1,060	1,032	1,090	1,244	144	157	170	183	
Whopper Total										
Variance from Expected (Highlighted Areas are Outside of Expected Range)										
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	
Whopper Total										

2700

2702

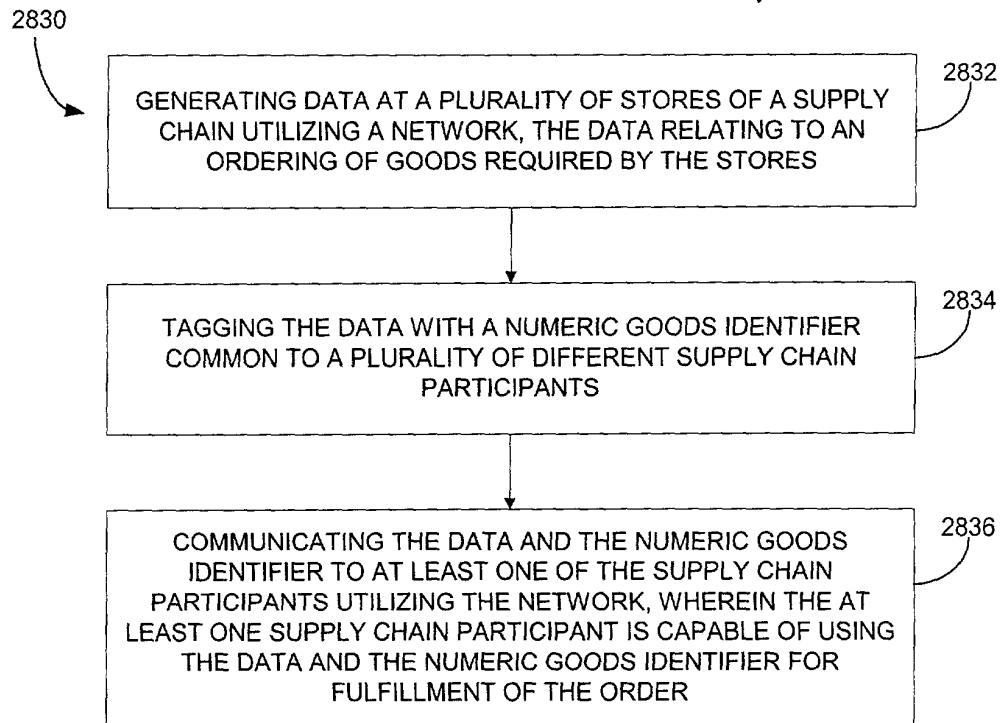


FIG. 28

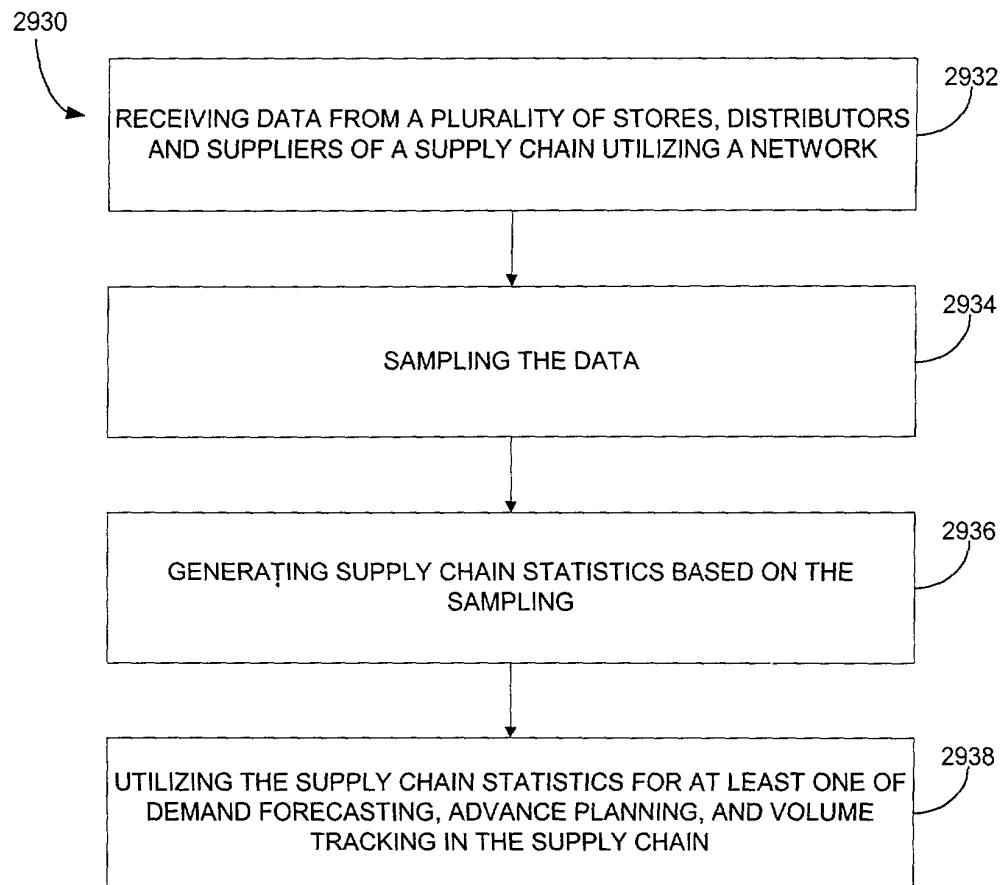
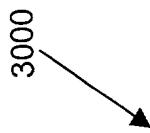


FIG. 29

3000



Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002



Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent:	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.57%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	1232
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

3100

Alliant - Monthly DC Data Feed Performance
August 2000
Mock Report

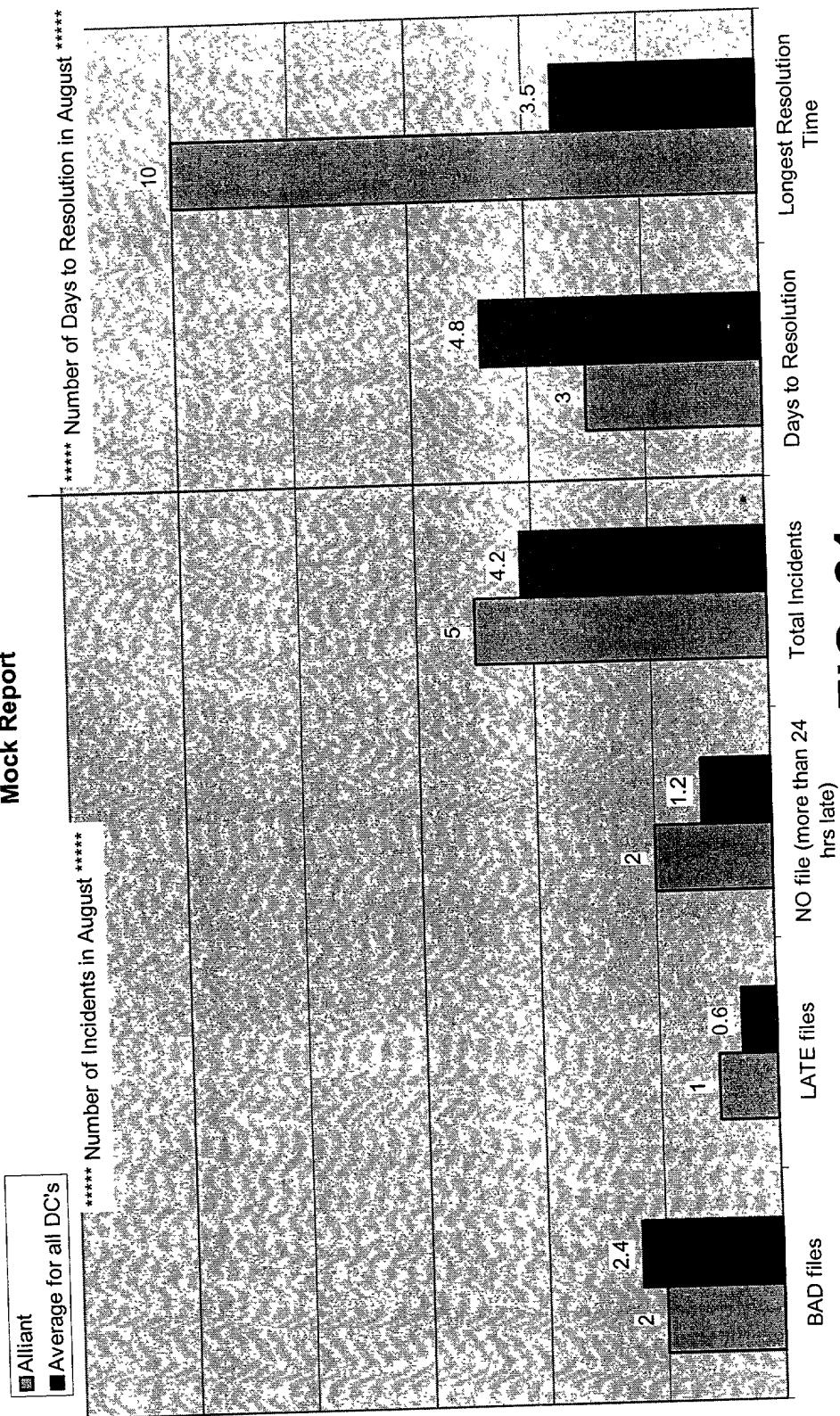


FIG. 31



Service Level Reporting

August

3200

Fill Rate On-Time Perfect Order

	Fill Rate	On-Time	Perfect Order
Alliant-Paducah	99.14%	99.00%	78.70%
Alliant-Topeka	99.05%	99.00%	80.30%
Alliant-Wixom	99.34%	99.00%	86.35%
King-Atlanta	99.00%	99.00%	80.30%
King-Jacksonville	99.00%	99.00%	80.30%
King-Louisville	99.00%	99.00%	79.25%
Maines 29 Conklin	99.41%	99.00%	79.83%
Maines 30 Cleveland	99.41%	99.00%	#DIV/0!
Maines Long Island	99.41%	99.00%	#DIV/0!
Maines New England	99.13%	99.00%	#DIV/0!
MBM-Fullerton	99.51%	99.00%	#DIV/0!
MBM-Lewisville	99.60%	99.00%	#DIV/0!
MBM-Orlando	99.13%	99.00%	#DIV/0!
MBM-Rocky Mount	99.13%	99.00%	#DIV/0!
McCabe's	98.80%	99.00%	#DIV/0!
McLane Lubbock	#DIV/0!	99.00%	#DIV/0!
Nicholas & Co.	99.00%	99.00%	85.32%
PFD Supply	98.16%	99.00%	80.12%
PFG Victoria	99.42%	99.00%	#DIV/0!
PY/A/Monarch	99.20%	99.00%	80.42%
Reinhart-Cedar Rapids	99.05%	99.00%	85.12%
Reinhart-Oak Creek	99.31%	99.00%	82.83%
Reinhart-Rogers	99.55%	99.00%	82.83%
Restaurants NW	99.03%	99.00%	80.42%
Shamrock Commerce City	99.5%	99.00%	84.88%
Shamrock-Phoenix	98.81%	99.00%	82.83%
Sigma-Harrisburg	99.00%	99.00%	82.83%
Sigma-Stockton	99.68%	99.00%	80.00%
Sysco	99.68%	99.00%	82.83%

	Fill Rate	On-Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min
Didn't meet BKC Min

FIG. 32

FIG. 33

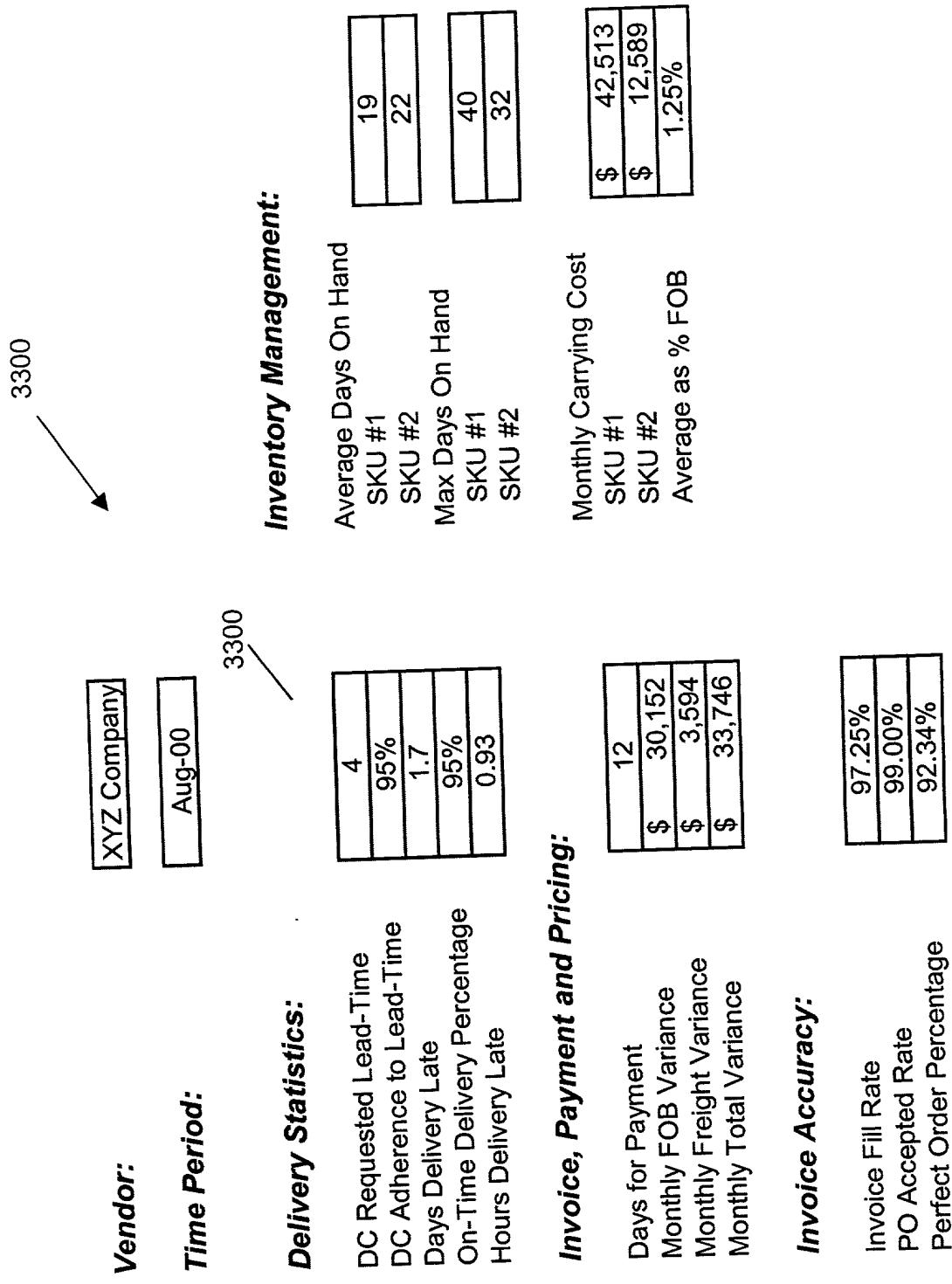


FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400

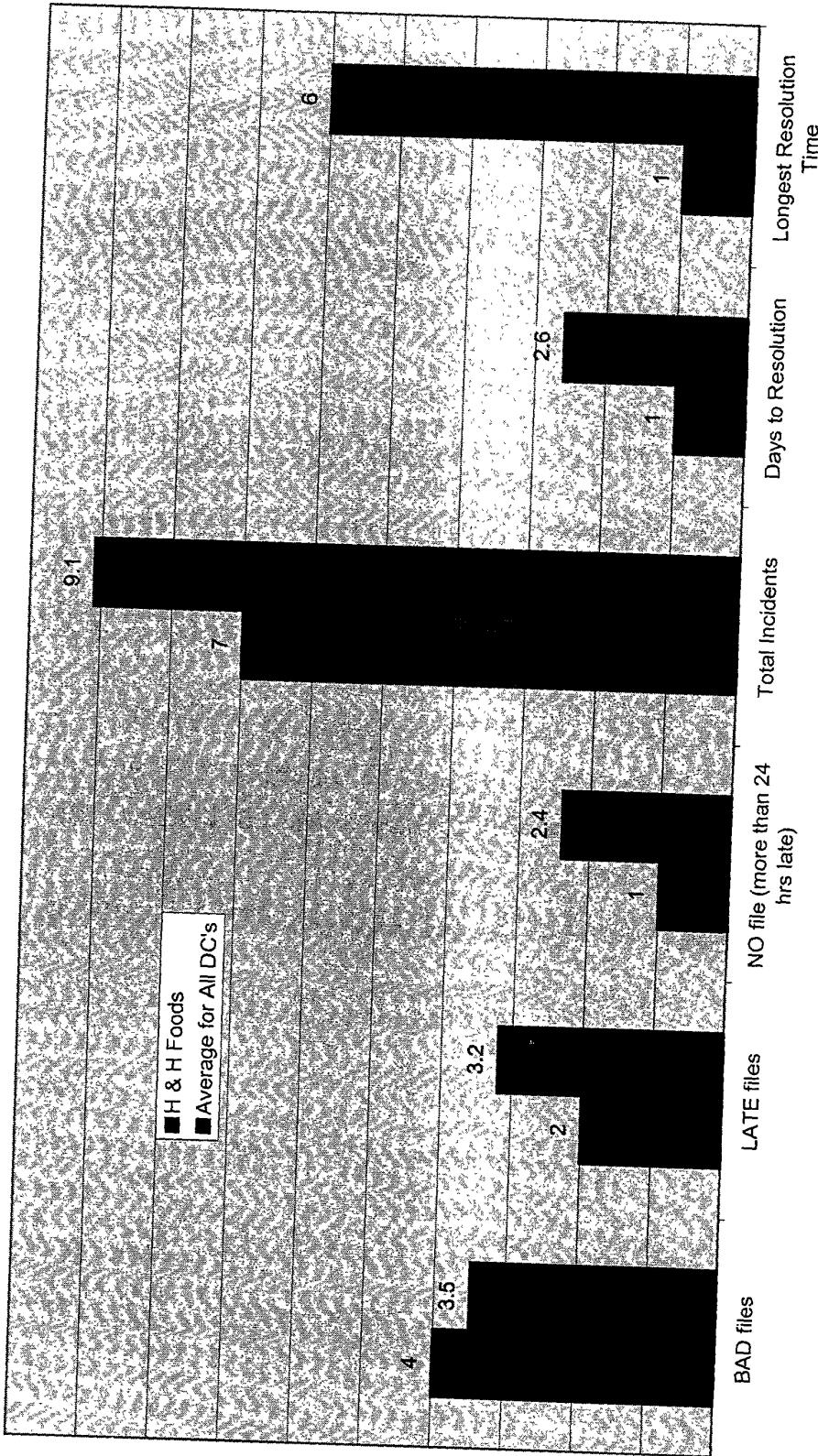


FIG. 35



3500

**Service Level Reporting
November - Mock Report**

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$190	99.9%	3.0%
COMARK INSTRUMENTS, INC.	\$10	99.9%	3.0%
WHITEFORD FOODS, INC.	\$170	99.9%	3.0%
LEPAGE BAKERY / COUNTRY KITCHEN	\$50	99.9%	3.0%
NCR-SYSTEMMEDIA	\$0	99.9%	3.0%
SIGNATURE MEATS GROUP	\$0	99.9%	3.0%
SCHWEBEL'S BAKING CO.	\$70	99.9%	3.0%
NAUJ CUP	\$50	99.9%	3.0%
MIRA PLASTICS	\$50	99.9%	3.0%
DIXIE PRODUCE & PACKAGING	\$0	99.9%	3.0%
NORILAKE, INC.	\$10	99.9%	3.0%
FORT JAMES OPERATING COMPANY	\$50	99.9%	3.0%
FRESH ADVANTAGE, INC.	\$10	99.9%	3.0%
SILVER KING - MN - CORP	\$0	99.9%	3.0%
JONSON FOODS	\$0	99.9%	3.0%
READY ACCESS	\$0	99.9%	3.0%
GEORGIA PACIFIC TISSUE	\$180	99.9%	2.5%
CLUGHERTY PACKING	\$0	99.9%	2.5%
BEVERAGE - AIR	\$0	99.9%	2.0%
COMPONENT HARDWARE GROUP, INC.	\$0	99.9%	1.5%
COCA-COLA USA	\$1,900	98.9%	1.5%
TOASTMASTER	\$0	98.9%	2.2%
GRANT COUNTY FOODS	\$0	98.9%	2.2%
FRESH EXPRESS	\$0	99.9%	1.0%
TAYLOR FARMS	\$0	99.9%	1.0%
MODULAR DISPENSING SYSTEM	\$0	99.9%	1.0%
CENTURY PRODUCTS, LLC	\$0	99.9%	1.0%
ROSE PACKING COMPANY	\$0	99.9%	2.0%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

Mock Report/1

3600



	FY-01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<i>Food Cost Index</i>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59	0.30						
Good/(Bad)									
<i>Total Dollar Purchases (in Millions) /2</i>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

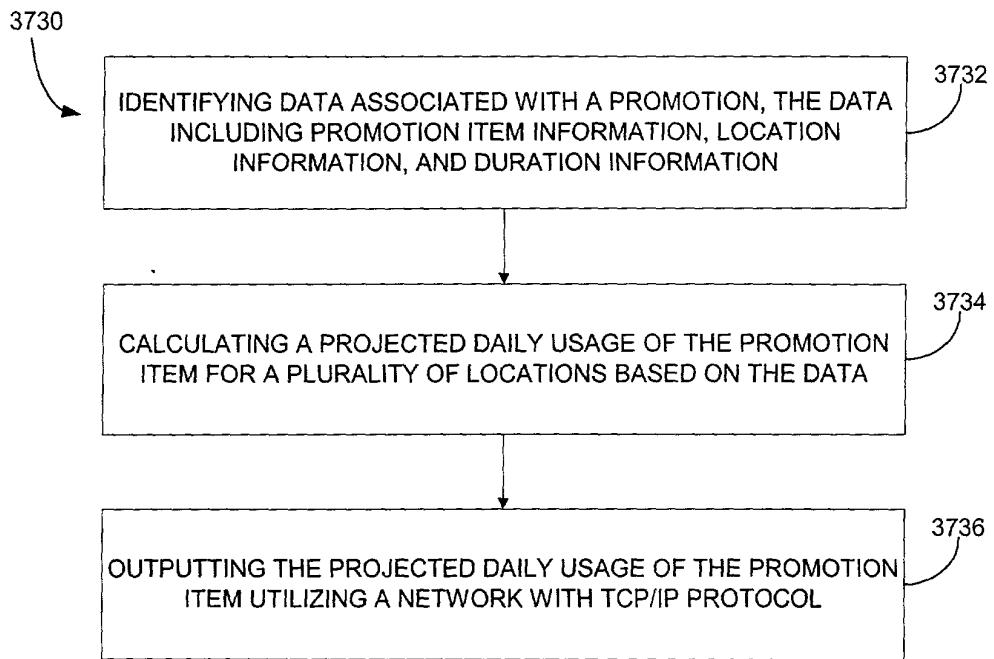


FIG. 37

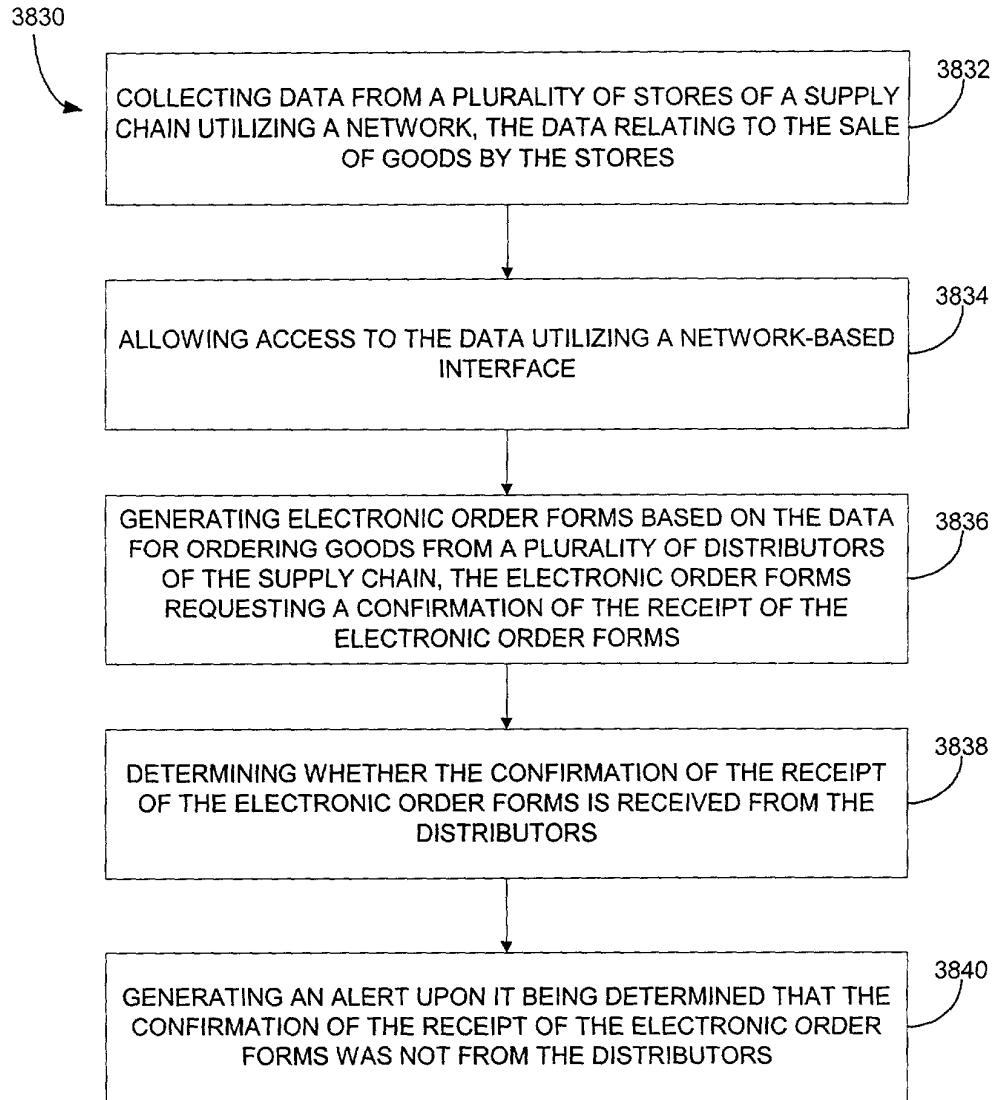


FIG. 38

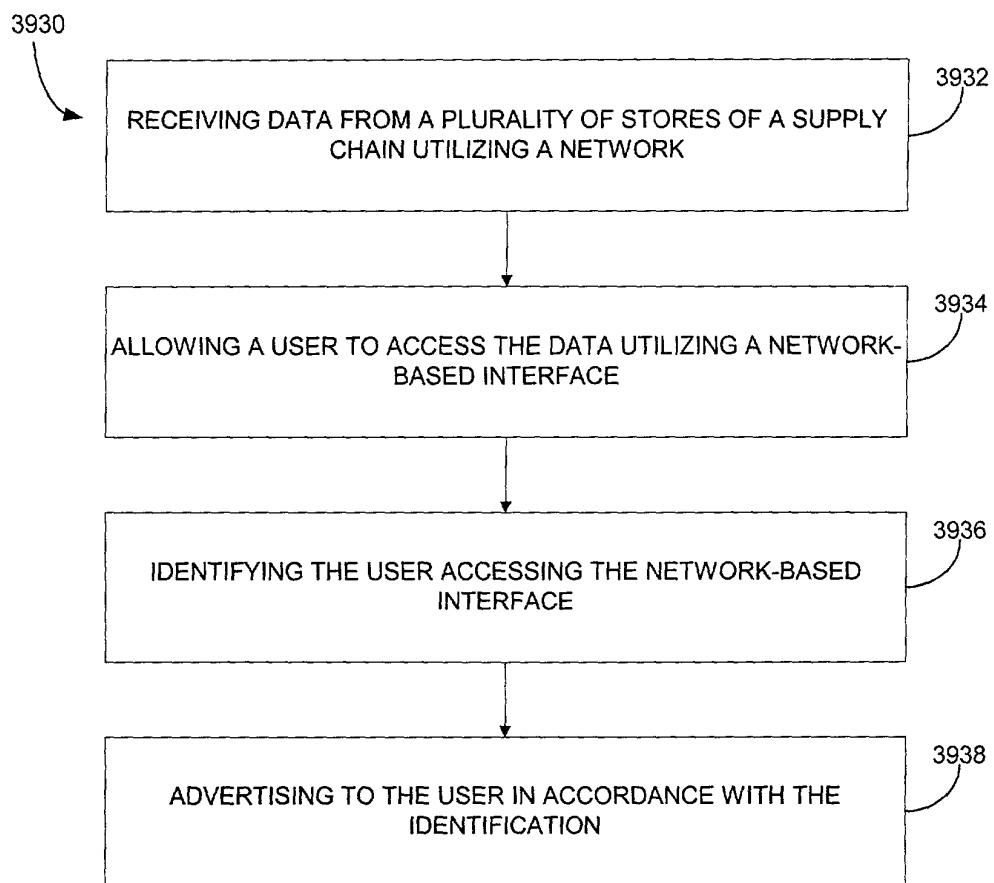


FIG. 39

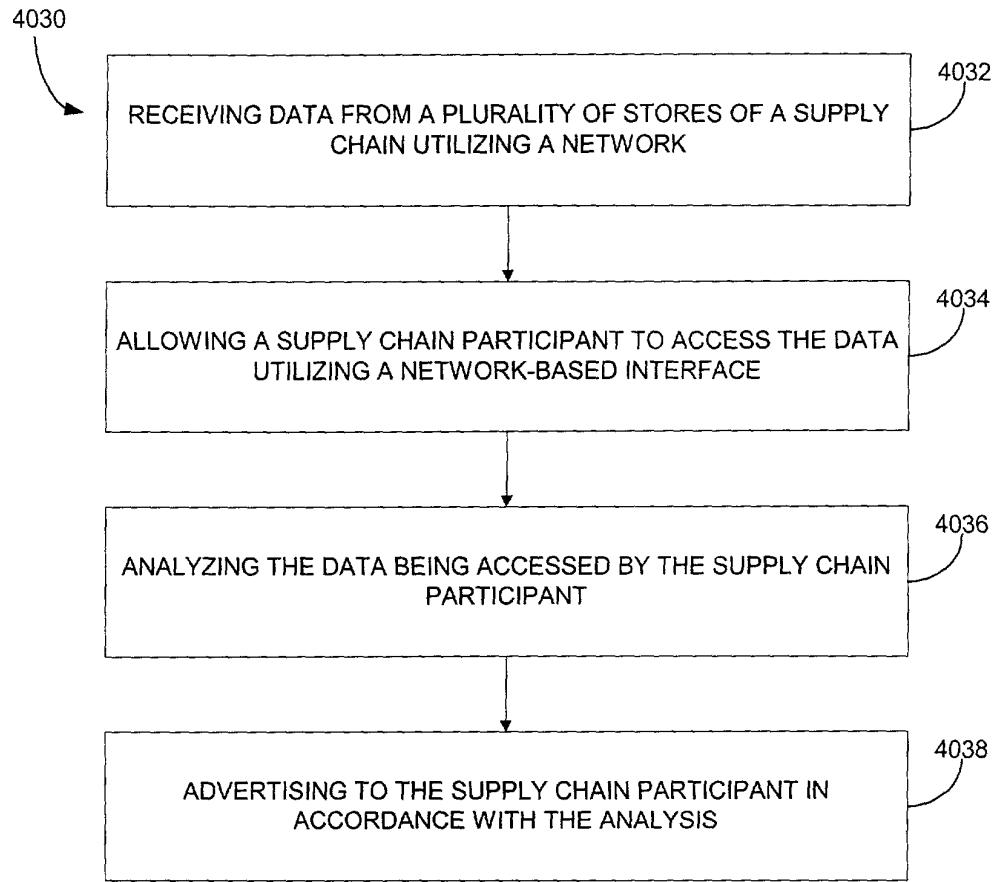


FIG. 40

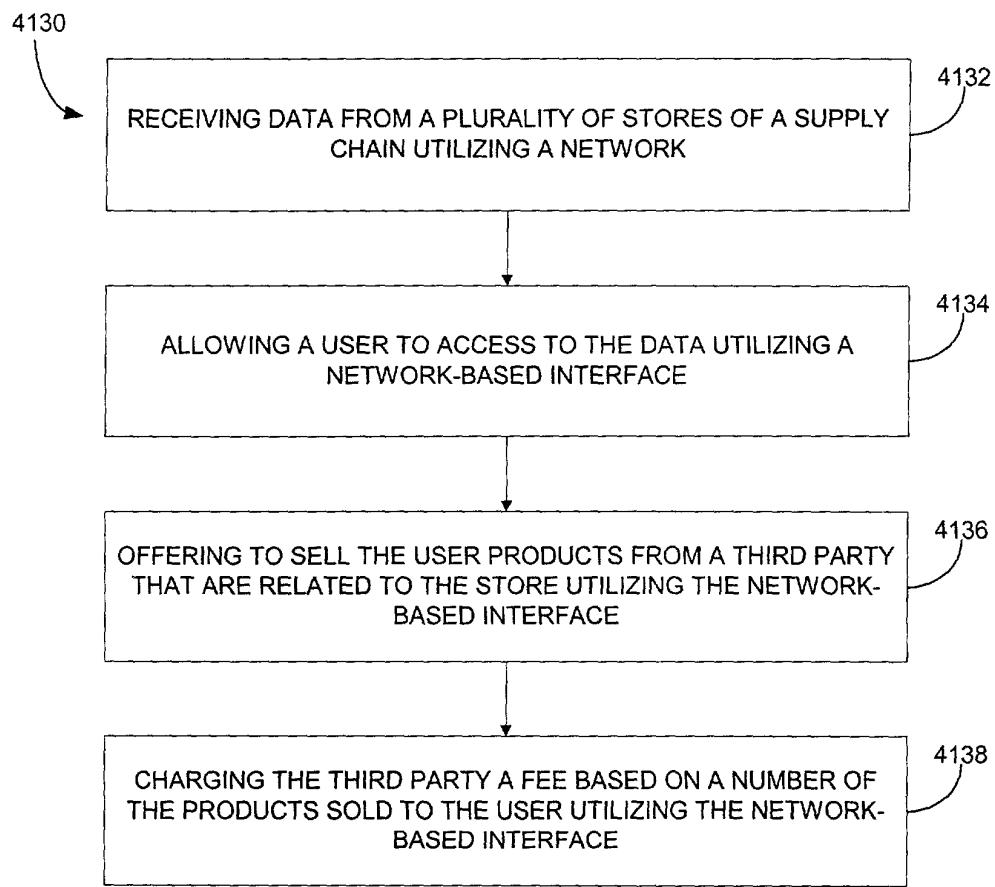


FIG. 41

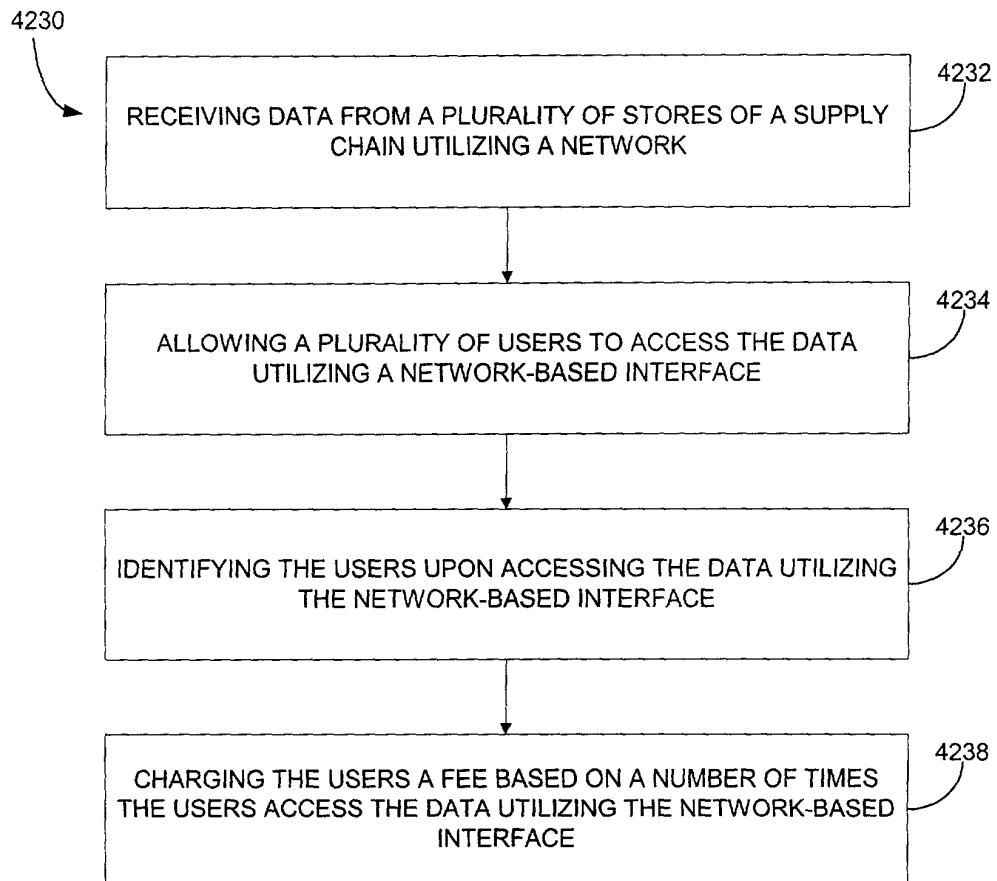


FIG. 42

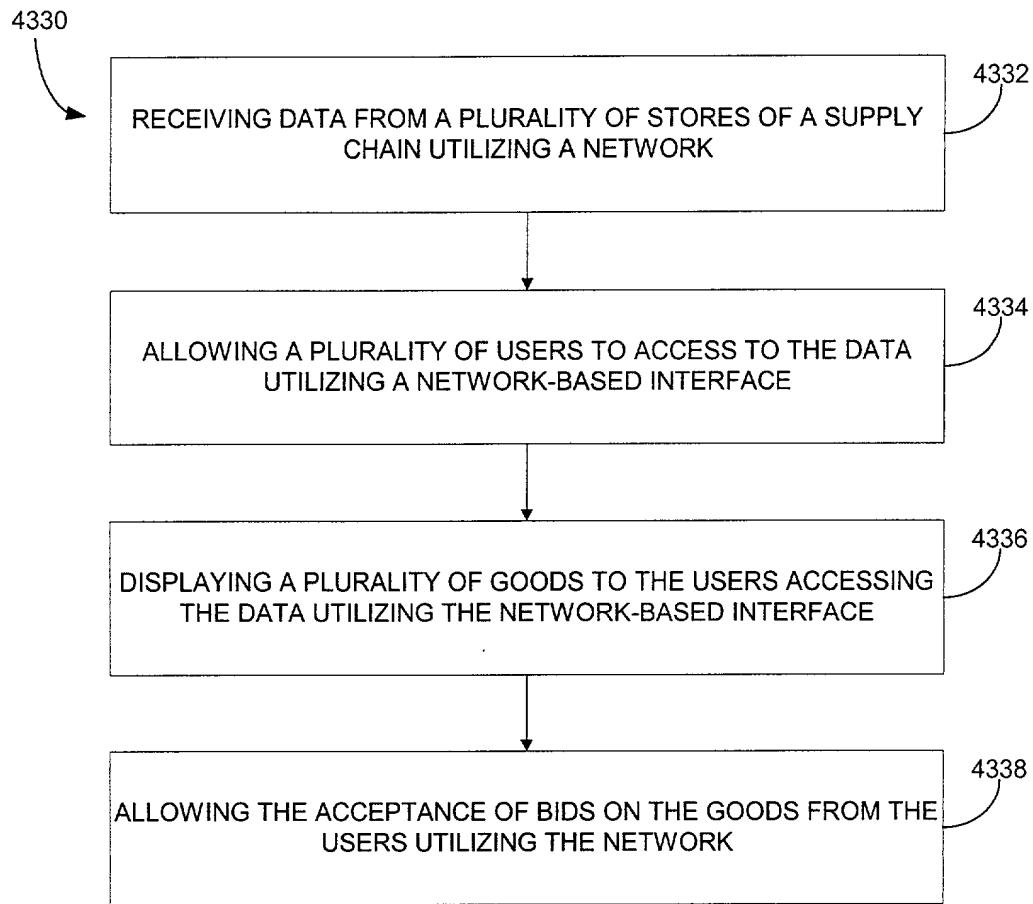


FIG. 43A

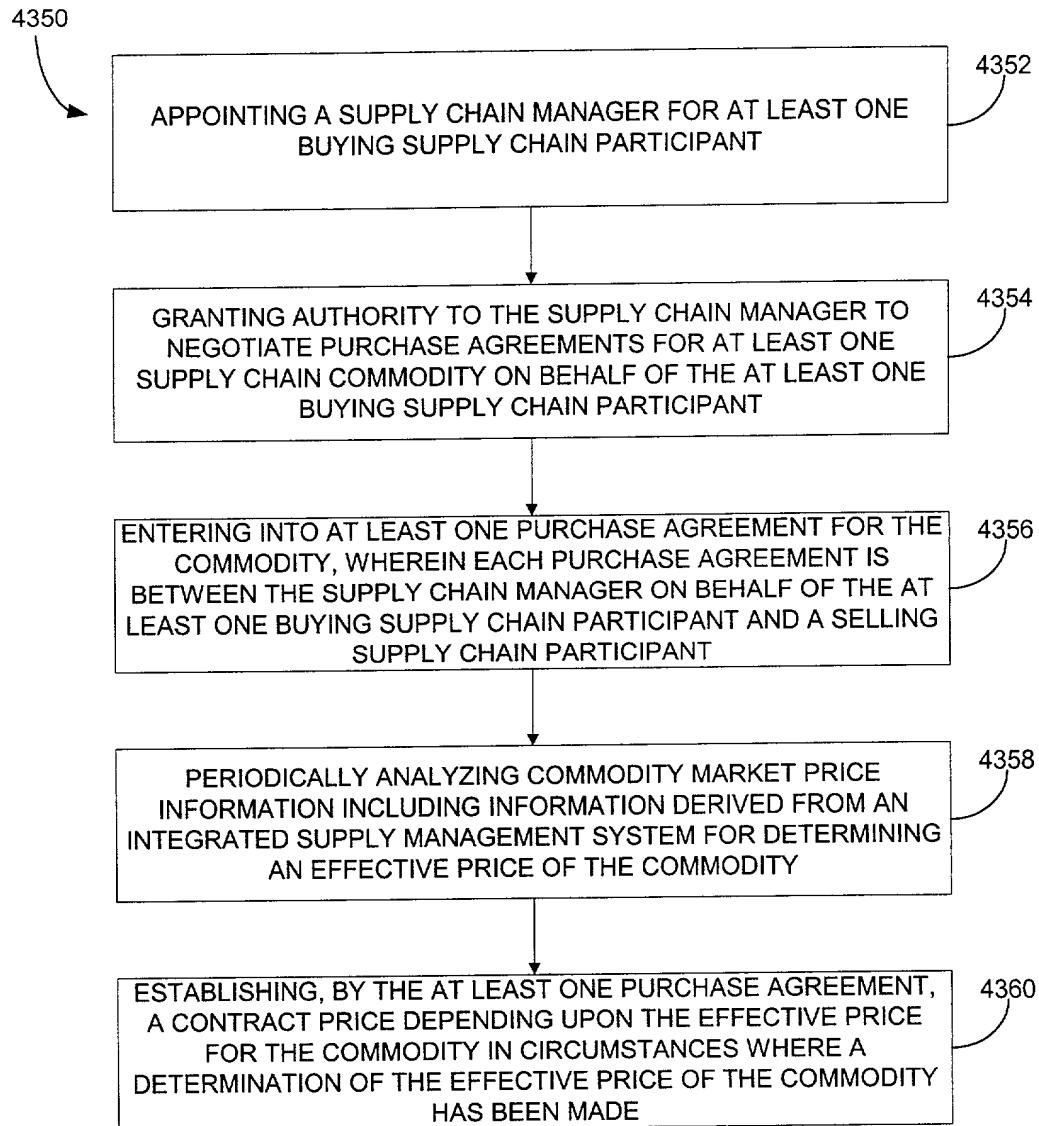


FIG. 43B

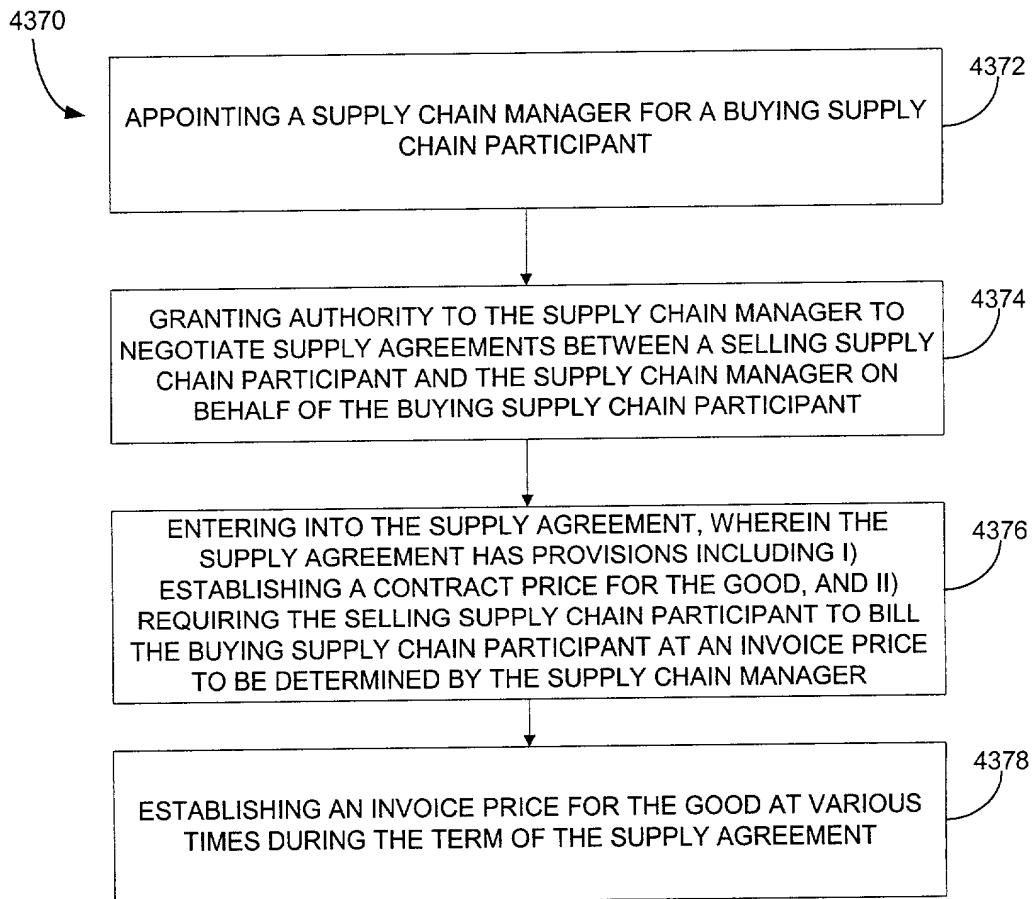


FIG. 43C

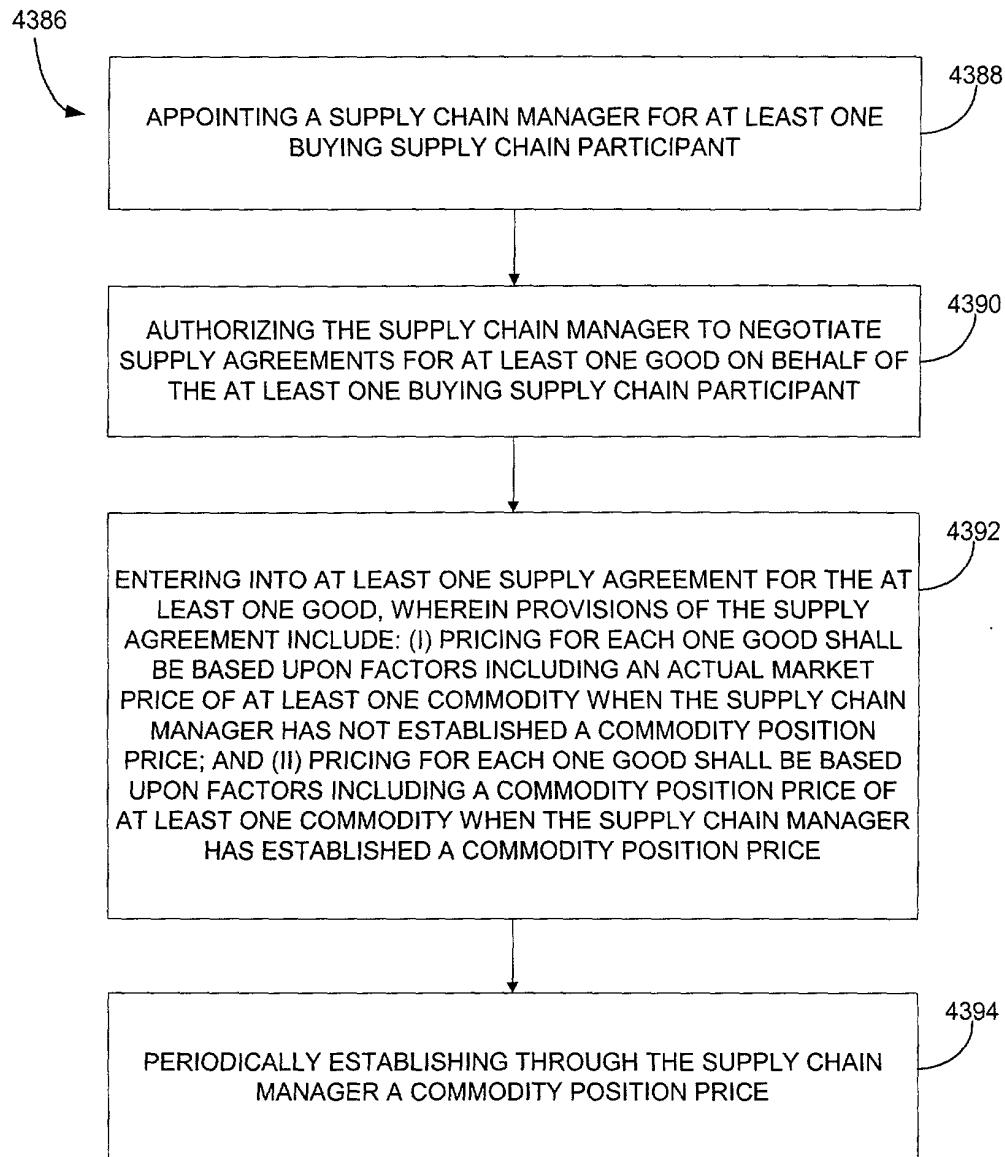


FIG. 43D

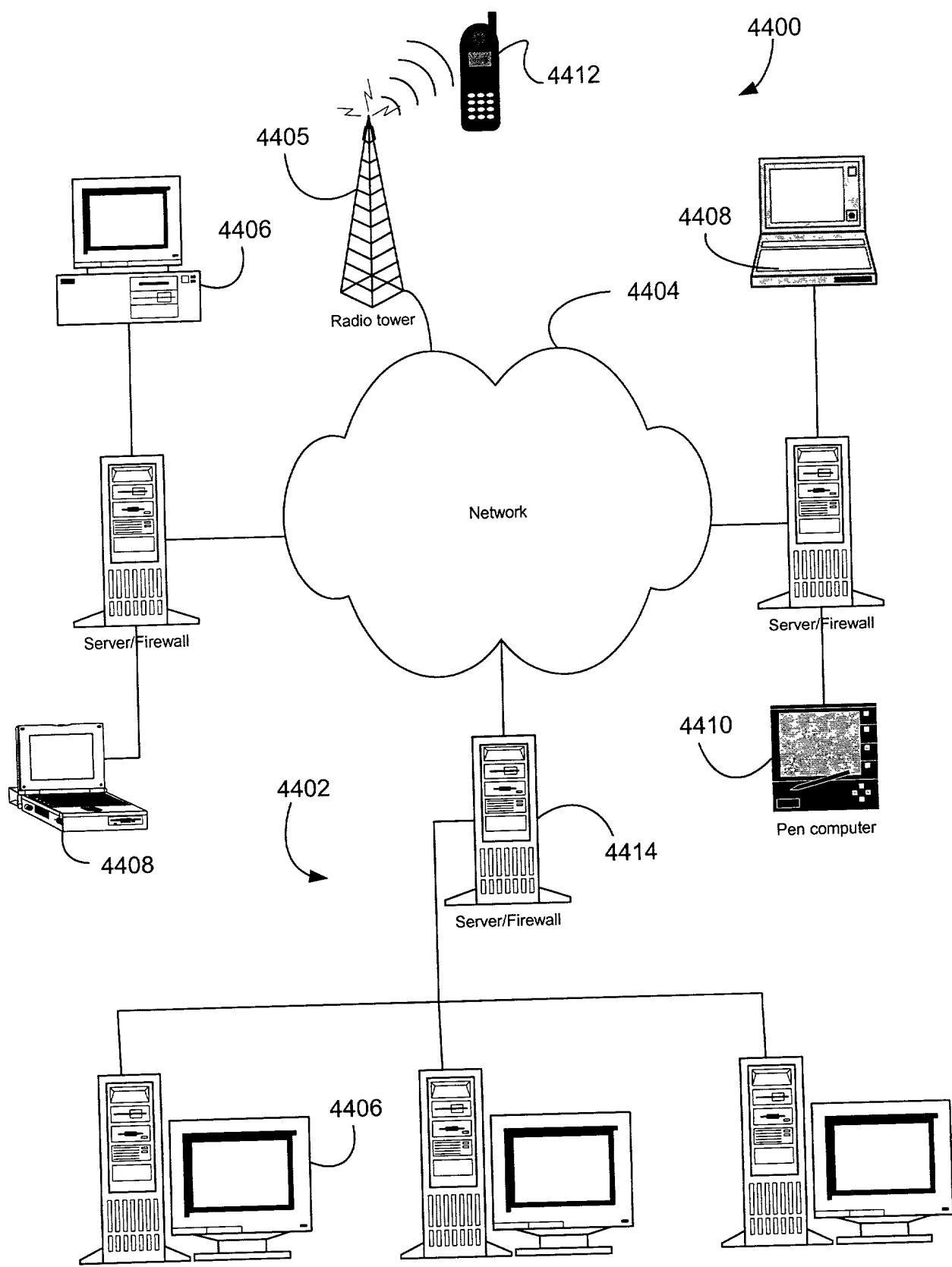


FIG. 44

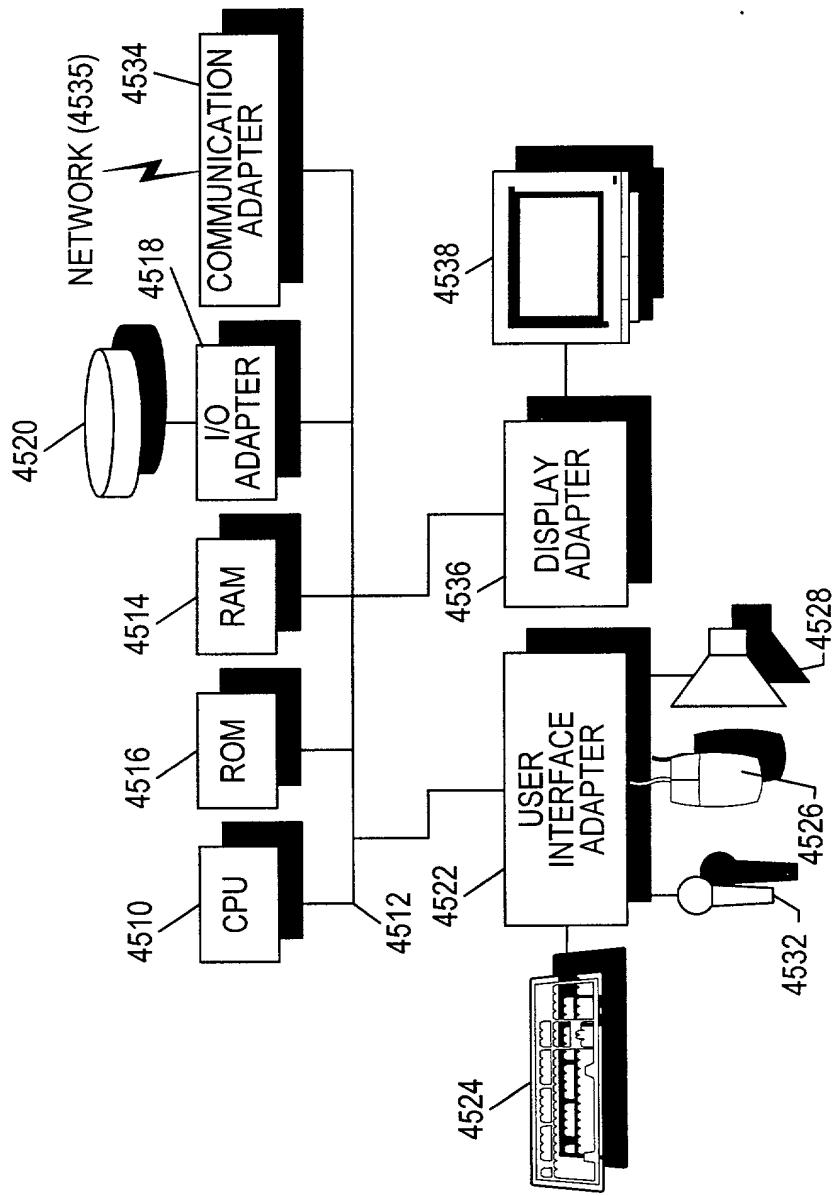


FIG. 45

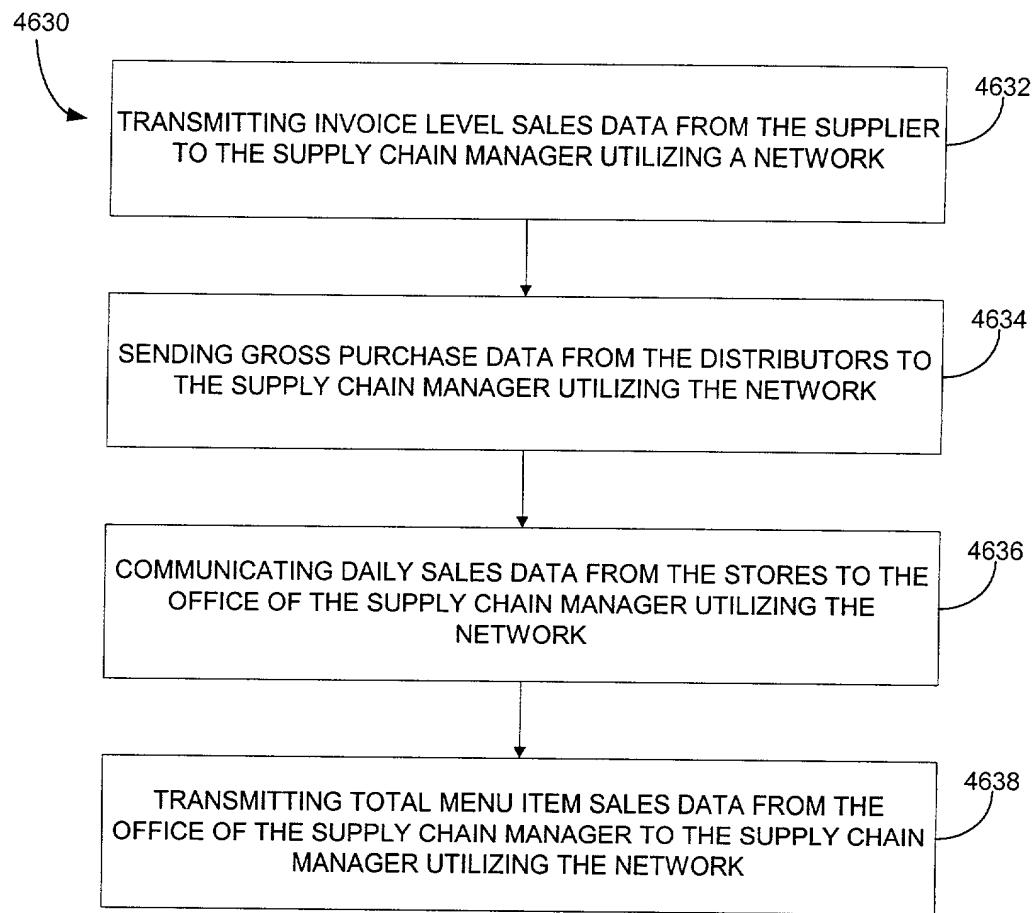


FIG. 46

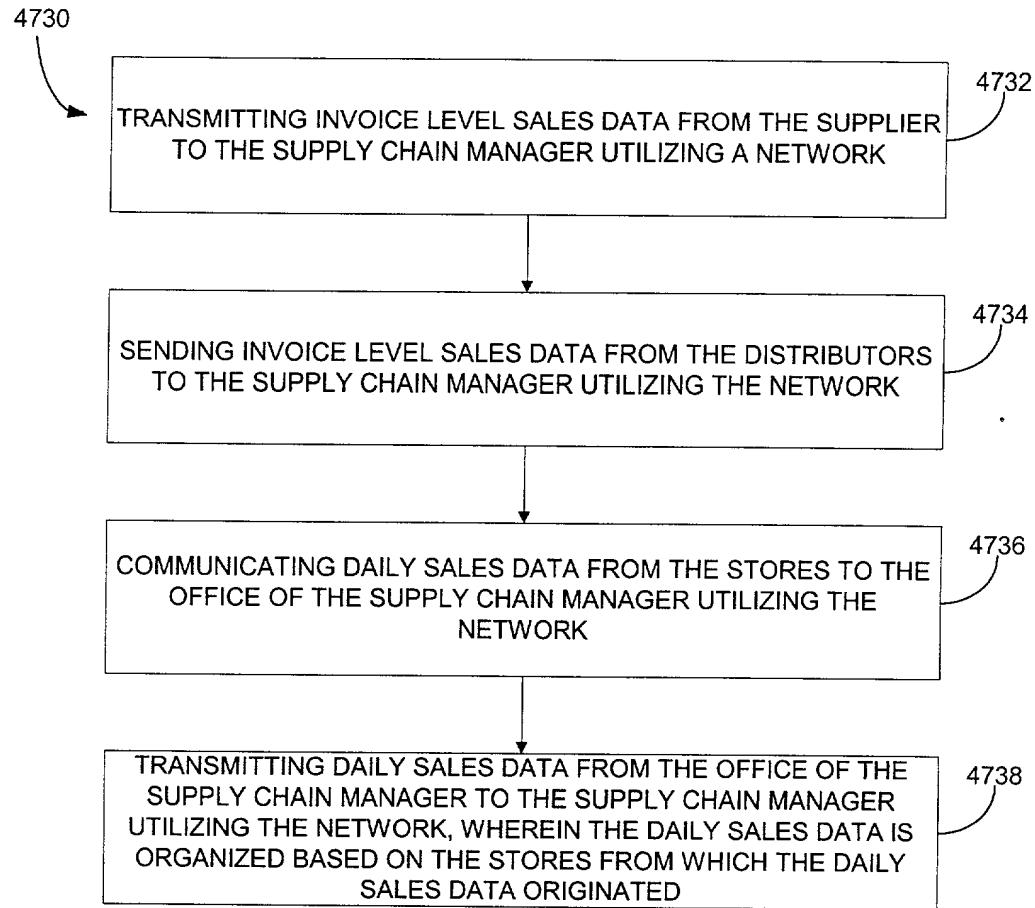


FIG. 47

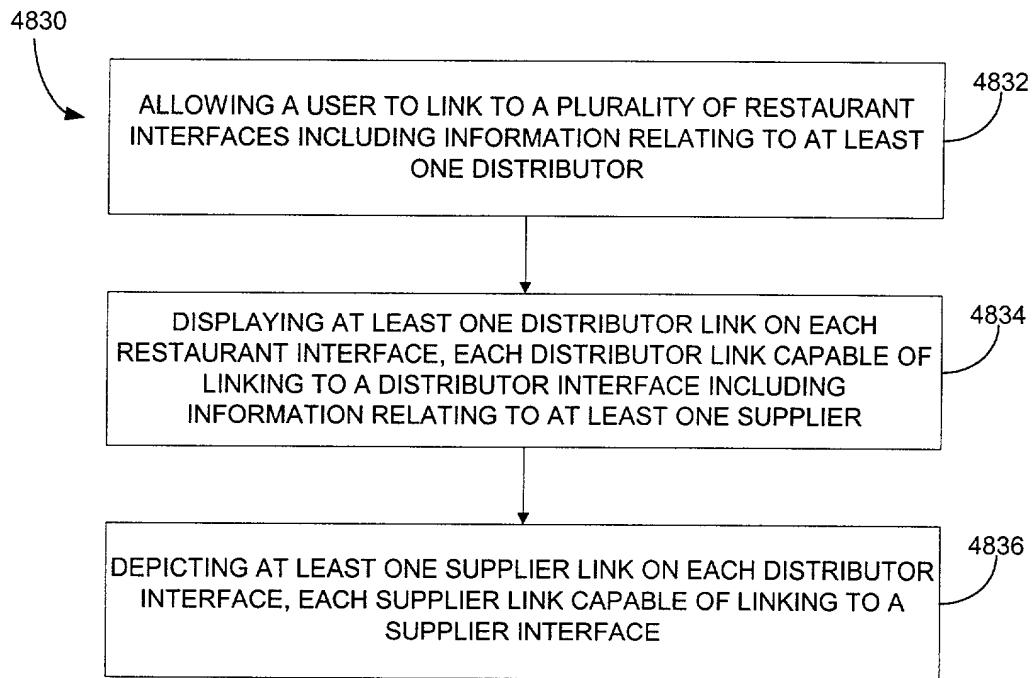


FIG. 48

File Edit View Favorites Tools Help

Address: <http://www.rsiweb.com/home/index.asp>

RSI Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name: Franchisee Password: Enter Site

Click For Help

4902 4904 4900

About RSI

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

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Internet

FIG. 49

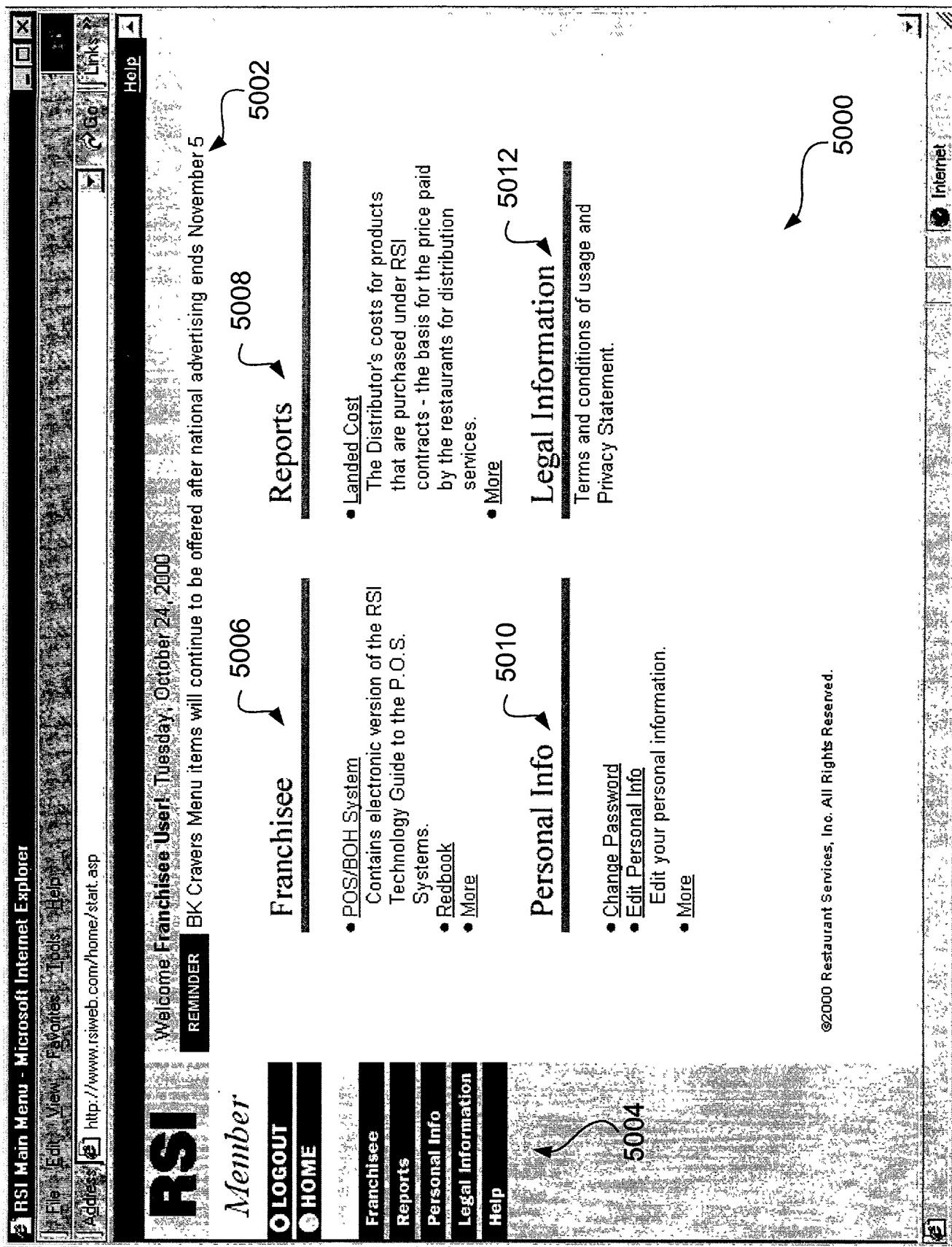


FIG. 50

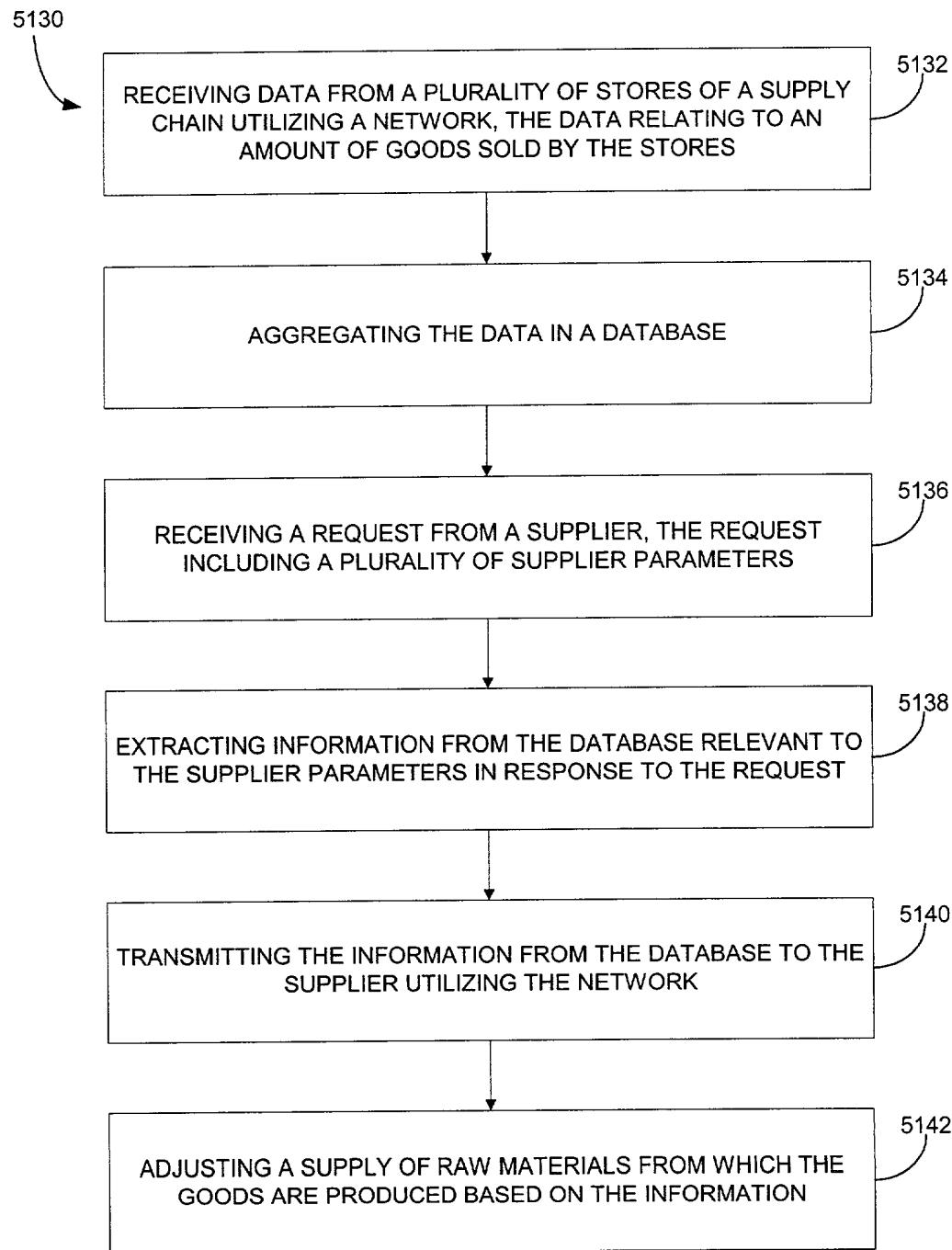


FIG. 51

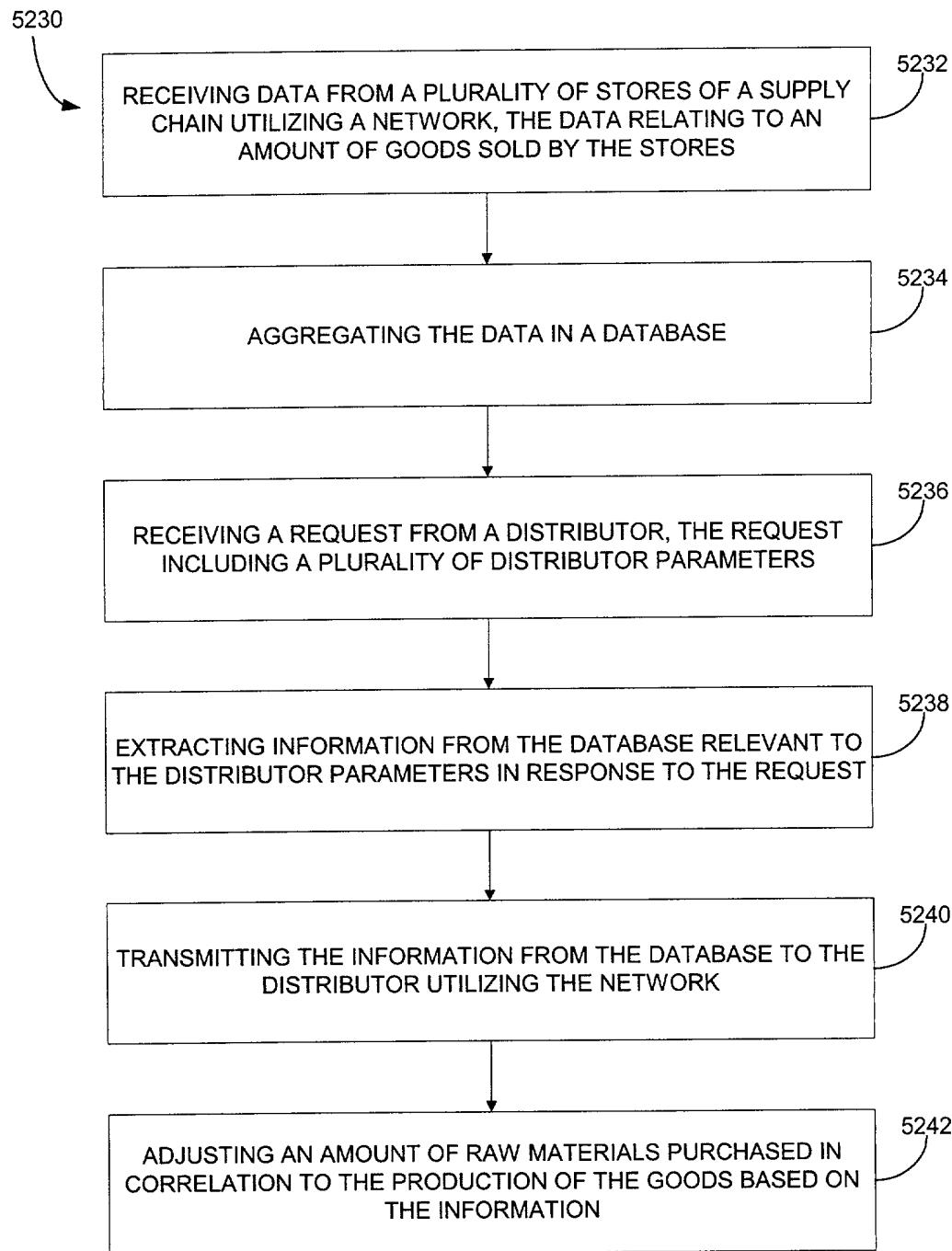


FIG. 52

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: http://www.rsiweb.com/dc/d_rtposdaily.asp

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RSI

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POS Implied Daily Usage - Distributor
Tuesday, October 24, 2000

5300

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

14 Day Rolling (Total Cases)											Week Ending Total																				
DC Item No	Item Description	% Chg	14 Day Avg	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/25	9/18											
Number of Restaurants Served by DC											200			200			200			200			200			200			200		
19980	SAUCE, BBQ BULK	0.00%	13	21	23	18	16	16	16	16	16	16	16	16	21	21	15	13	13	09	96	80	72								
20788	MUSTARD: BULK BK	0.00%	12	19	20	16	14	14	13	14	13	14	19	19	18	15	14	110	104	104	100										
24940	MAYONNAISE: BULK BK	0.00%	134	97	211	178	166	154	153	160	200	206	175	165	151	115	114	114	114	114	114	114	1109								
24966	STRAW: WRAPPED	0.00%	21	33	34	27	25	24	24	24	24	34	33	32	27	24	24	189	179	186	178										
25318	FDR: WRAPPED BULK BK	0.00%	10	14	12	10	9	8	9	11	12	11	12	11	10	9	9	70	71	68	68										
25452	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	2	2	2	2	3	3	3	3	3	3	2	2	18	15	8	9										
27652	KETCHUP: BULK BAG IN BOX	0.00%	88	134	142	115	104	102	101	100	136	138	115	108	102	786	771	776	743												
27690	KETCHUP: PACKETS 10g BK	0.00%	127	194	205	160	143	142	139	144	197	197	180	142	140	1112	1070	1078	1044												

FIG. 53

RSI

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REINHART - CEDAR RAPIDS, IA
Local Promotion Summary by DC
Tuesday, October 24, 2000

5400

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Local Promotion Option	Start Date	Projected Daily Usage	Duration (In Weeks)	Participating Restaurants	Non-Participating Restaurants
32 oz. Motor Cup	5/1/00	85	99	8	
Davenport-RI-Moline, IA	6/1/00	85	32	17	
Des Moines-Ames, IA	7/1/00	85	17	28	
Omaha, NE	7/1/00	85	17	50	
Peoria, IL	6/1/00	85	99	17	
Sioux City, IA	6/26/00	85	99	10	
Springfield-Decatur-Chmpg, IL	6/1/00	85	99	1	
32 oz. Motor Cup Total				131	
Big King				19	
Cedar Rapids-Waterloo, Dubq, IA				99	
Davenport-RI-Moline, IA	4/15/00	99		17	
Ottumwa-Killerville, IA	4/15/00	99		3	
Big King Total				39	
Pancake Minis				17	
Chicago, IL	5/15/00	20	99	8	
Poona, IL	5/1/00	20	99	10	
Sioux City, IA	4/15/00	20	99	10	
Pancake Minis Total				35	

[Done](#) [Internet](#)

FIG. 54

FIG. 55

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

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Address http://www.rsiweb.com/franc/l_iplc.aspx?report=true

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RSI Member Landed Cost Report

Printer Friendly Version

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Date: 10/22/00 Retrieve

Report Contact: Robert Harris

Contact Number: 305-529-3409

Distribution Center: REINHART - CEDAR RAPIDS, IA

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RSI Item No	RSI Item Description	DC Cost	Markup	Rest. Cost
10340 4498	REGISTER TAPE-THERMAL 2 26" X 185'	\$21.27	\$1.57	\$22.84
12960 3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18988 389	SAUCE-BULK KRAFT BULLSEYE	\$24.48	\$1.57	\$26.05
19432 4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788 67	MUSTARD-BULK 36OZ	\$6.45	\$1.57	\$8.02
20940 4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340 66	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24500 4270	WATER/ICE MOUNTAIN SL	\$6.41	\$1.57	\$7.98

Done

FIG. 56

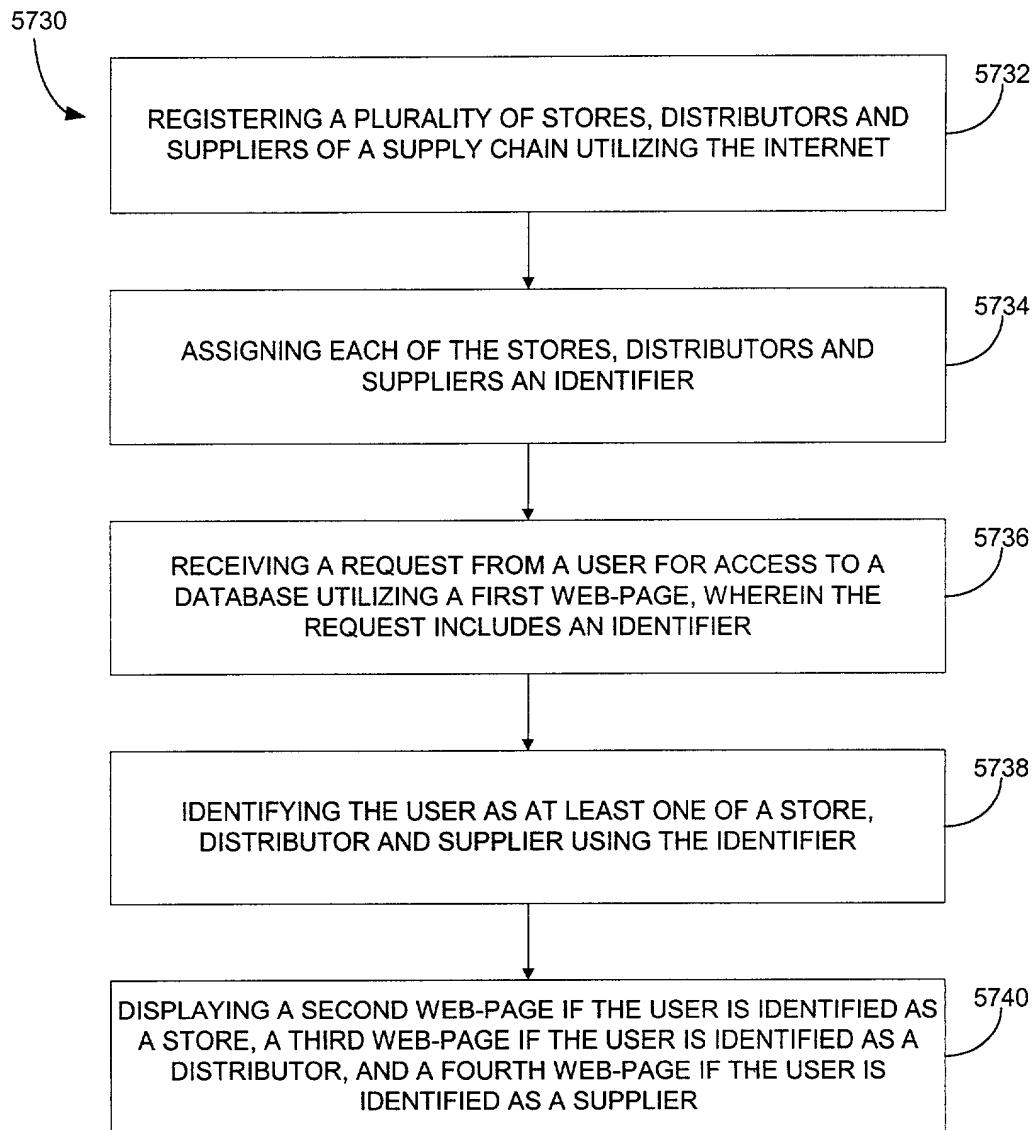


FIG. 57

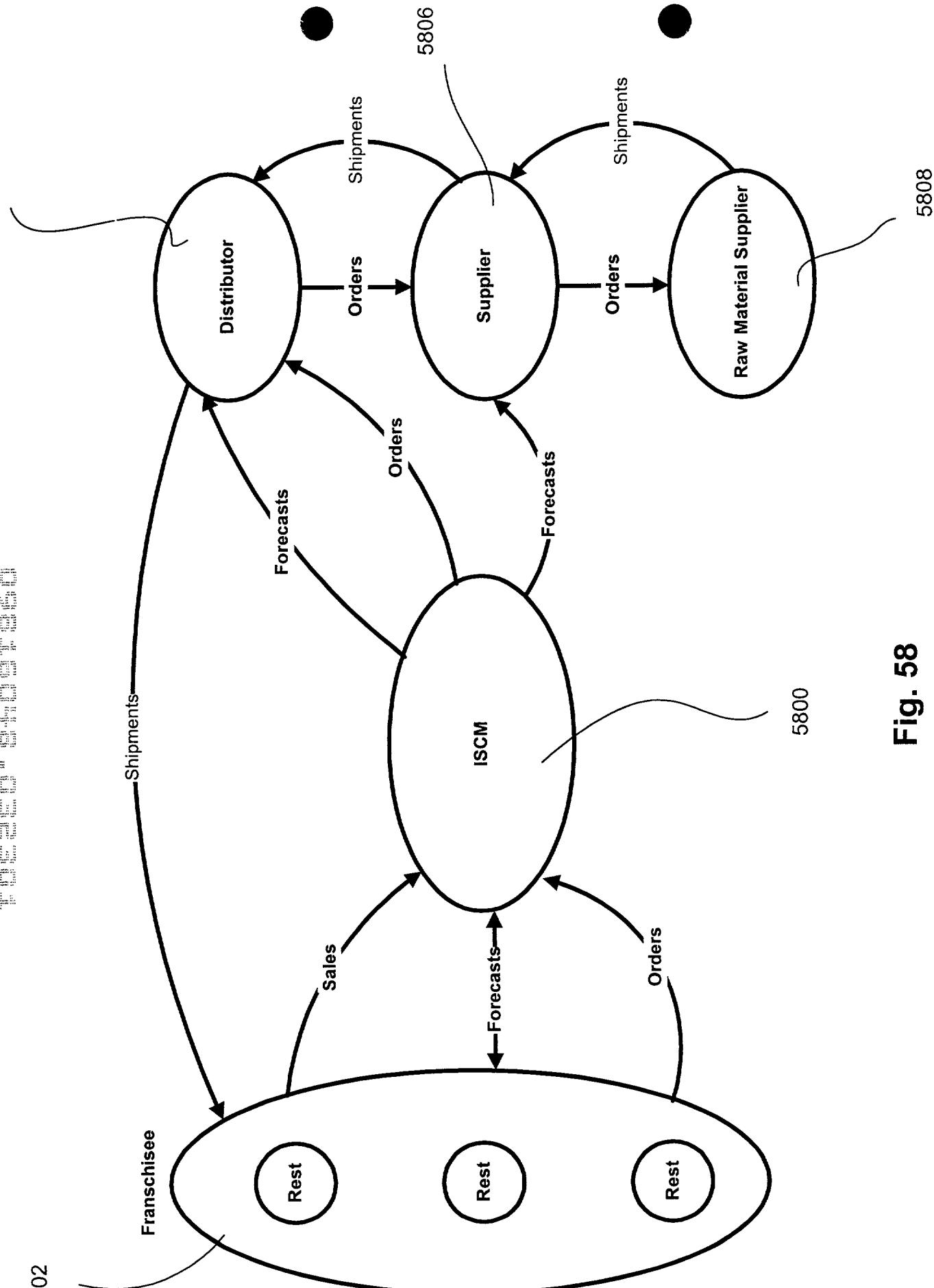


Fig. 58

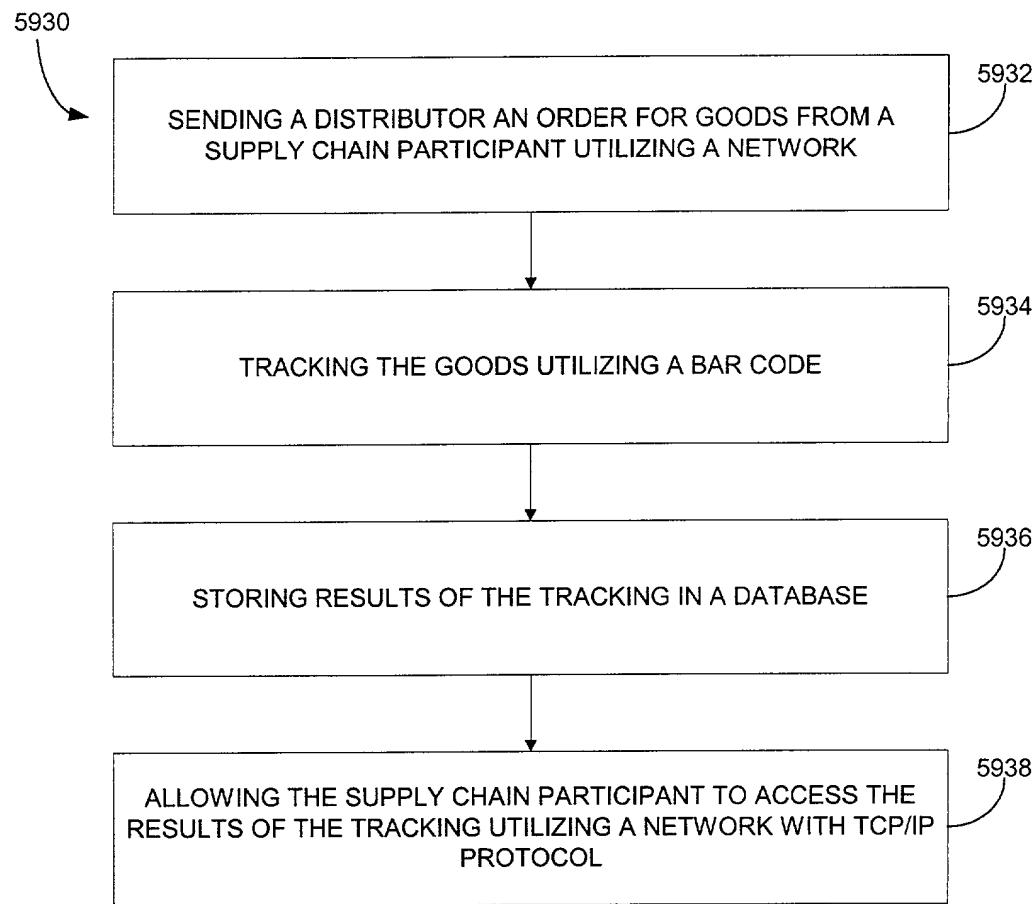


FIG. 59

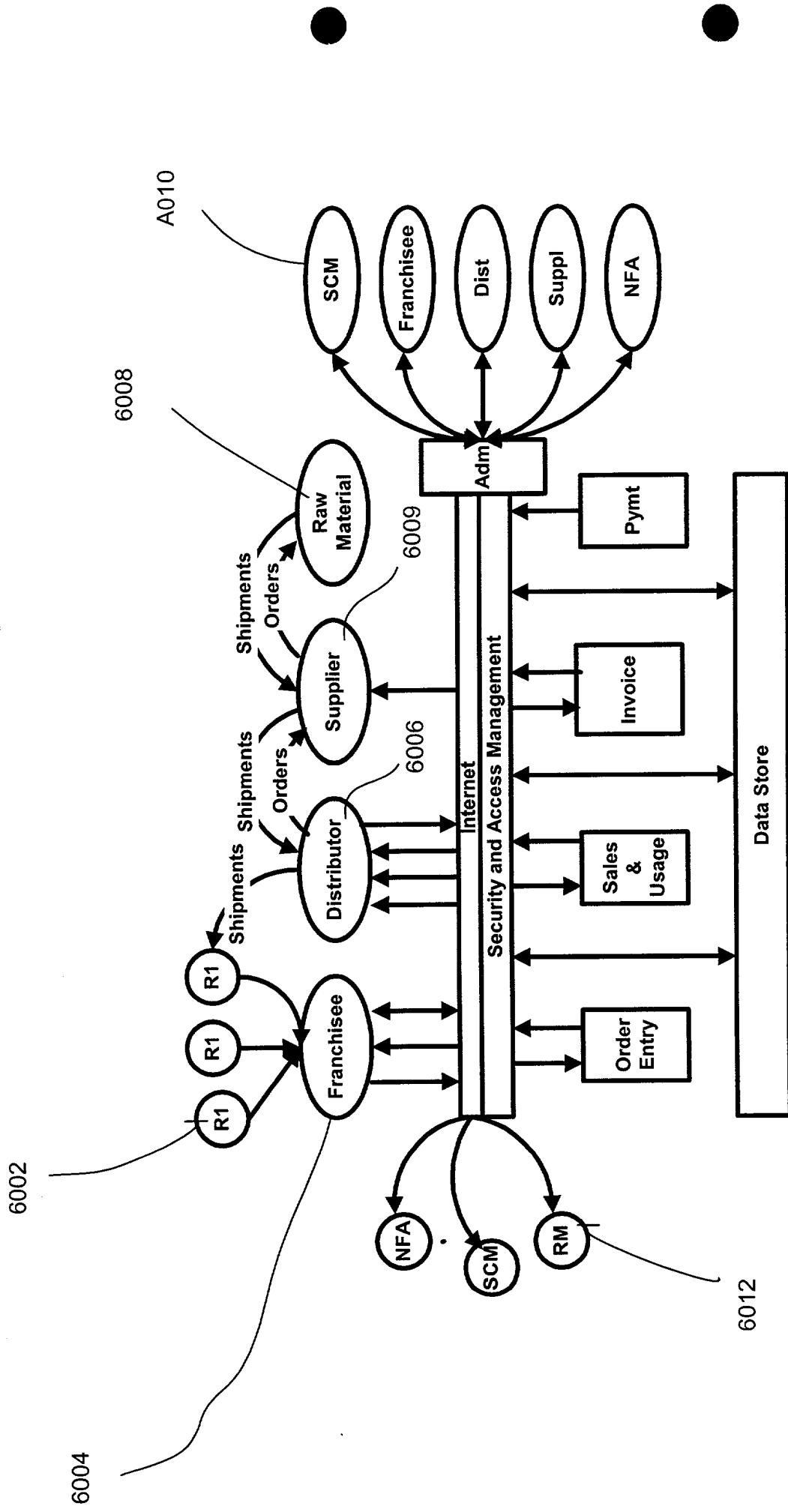
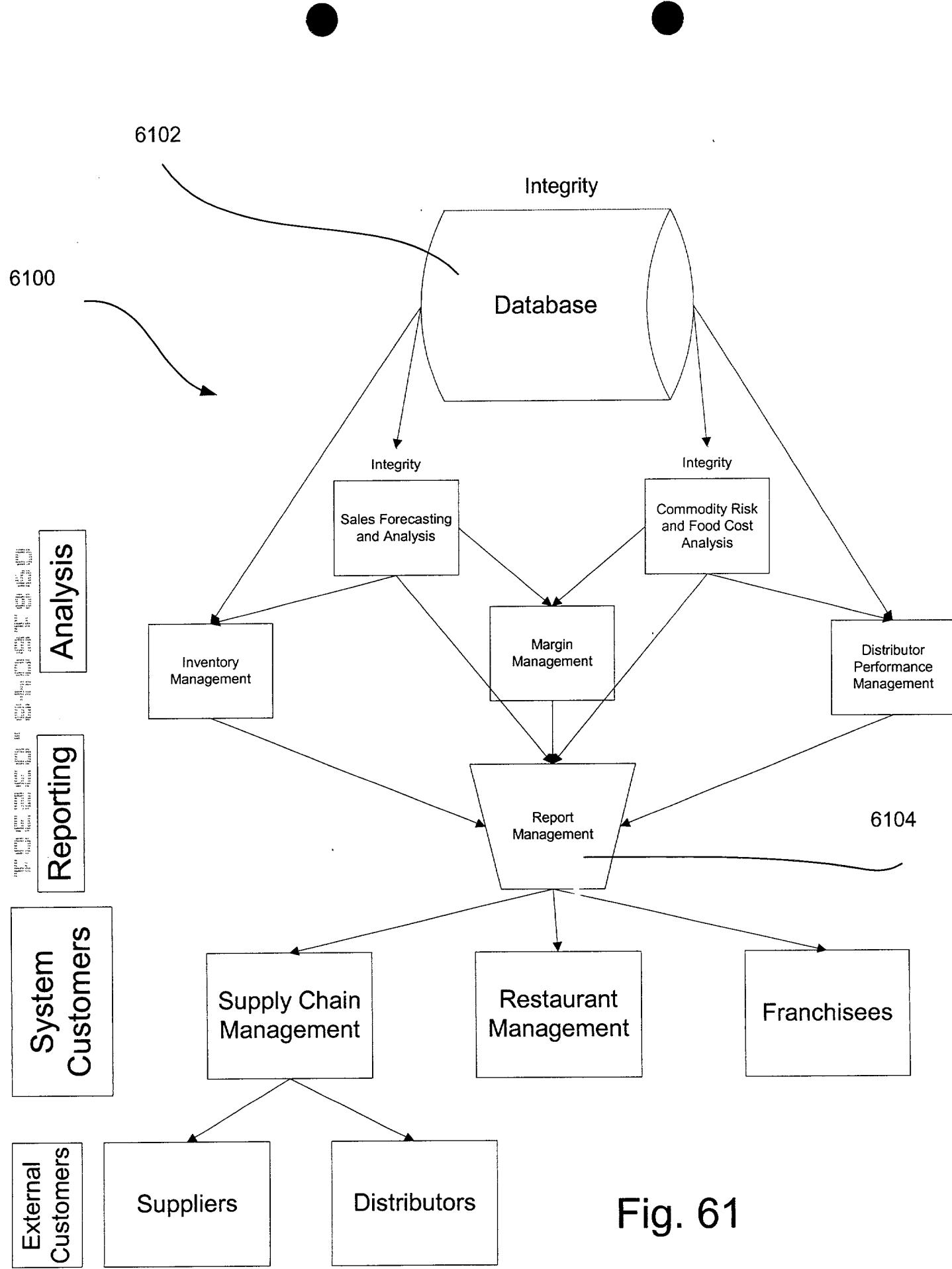


Fig. 60



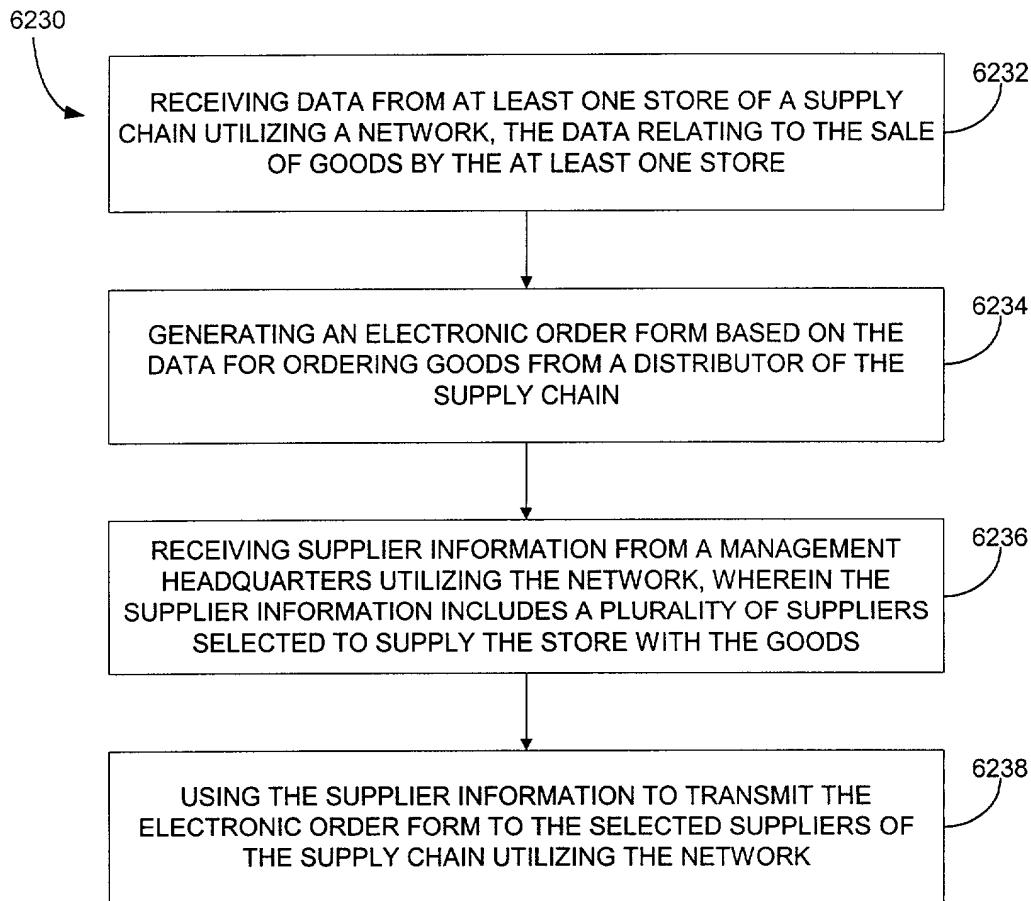


FIG. 62

6300

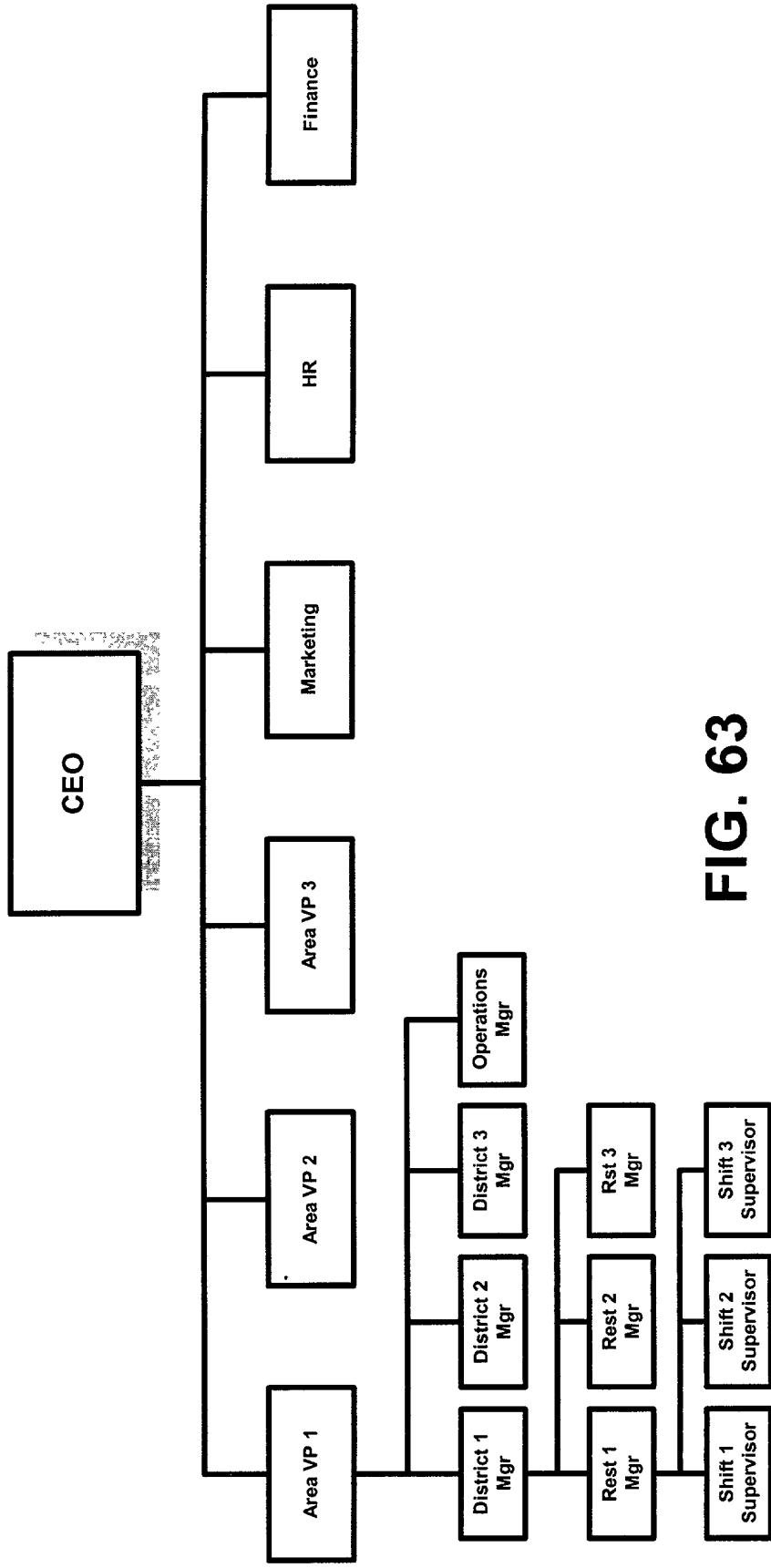


FIG. 63

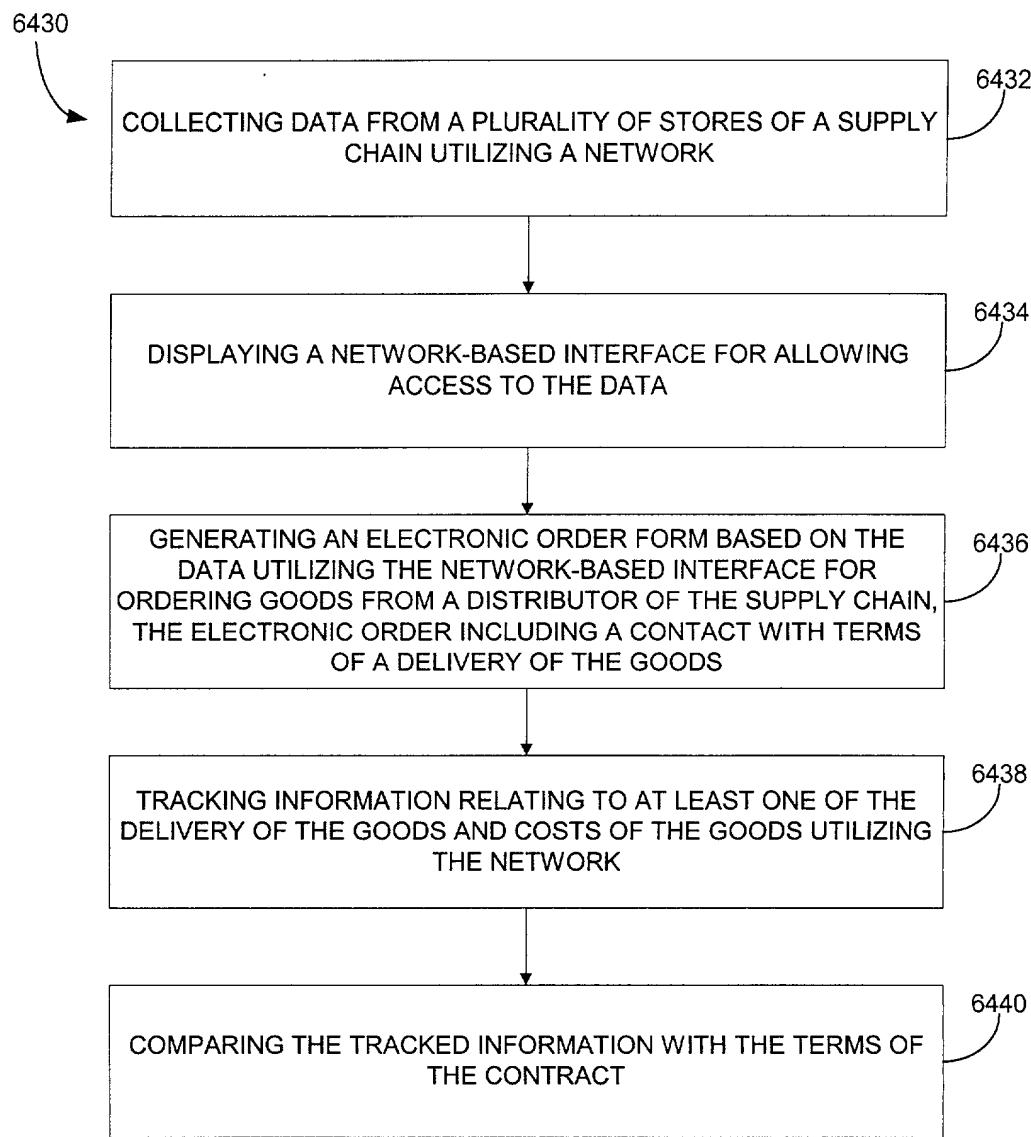


FIG. 64

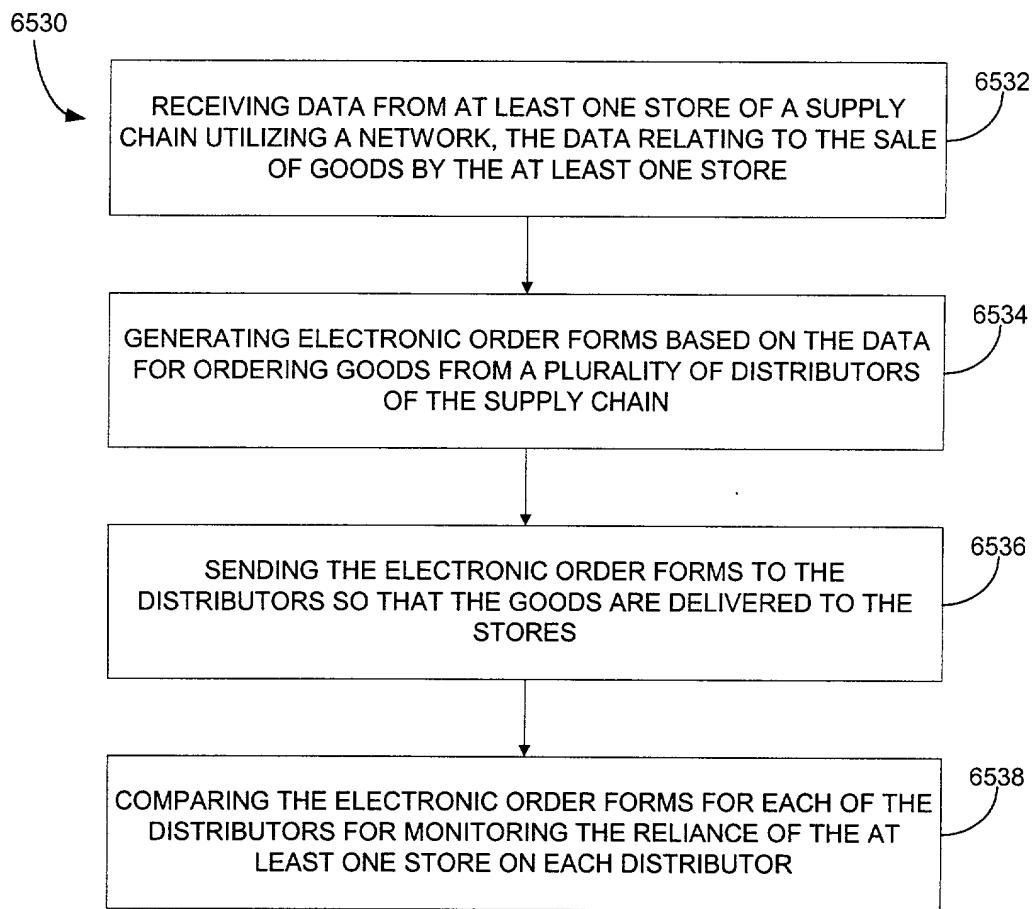


FIG. 65

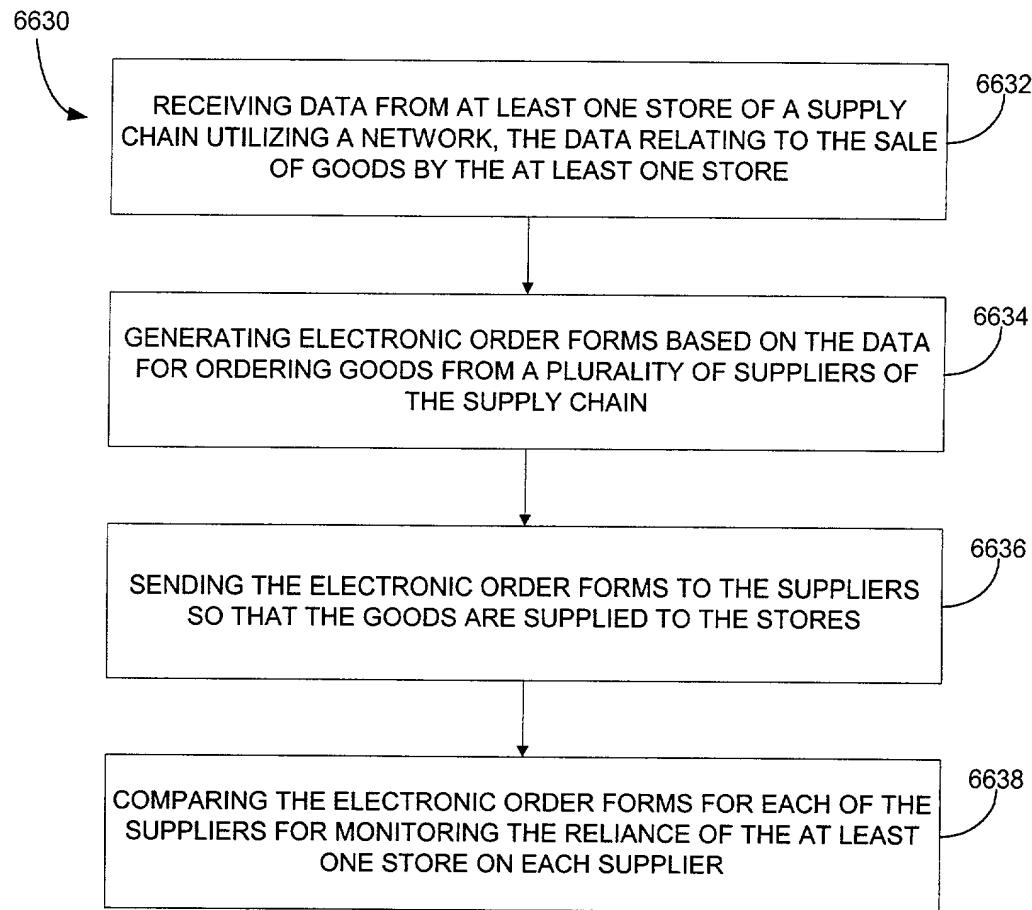


FIG. 66

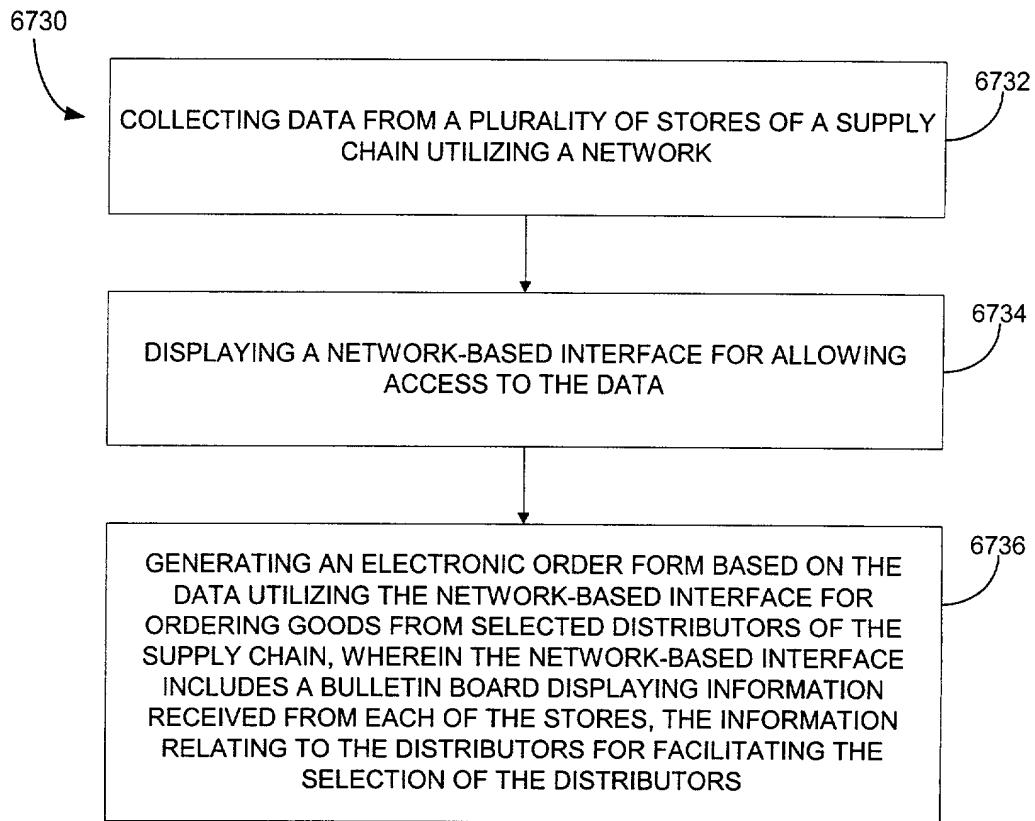


FIG. 67

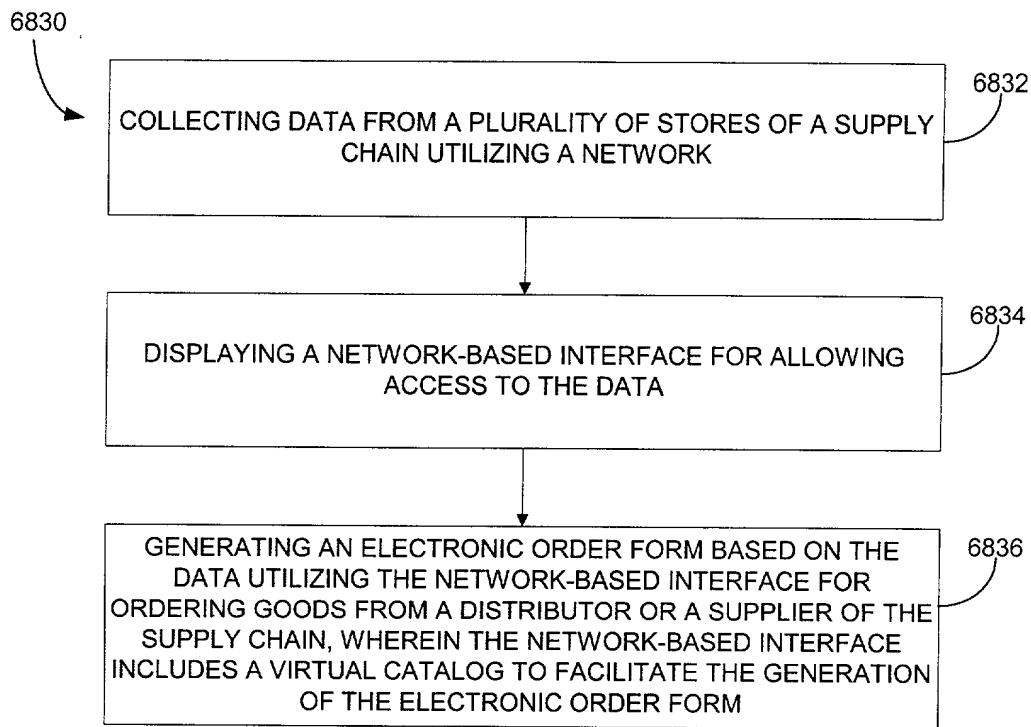
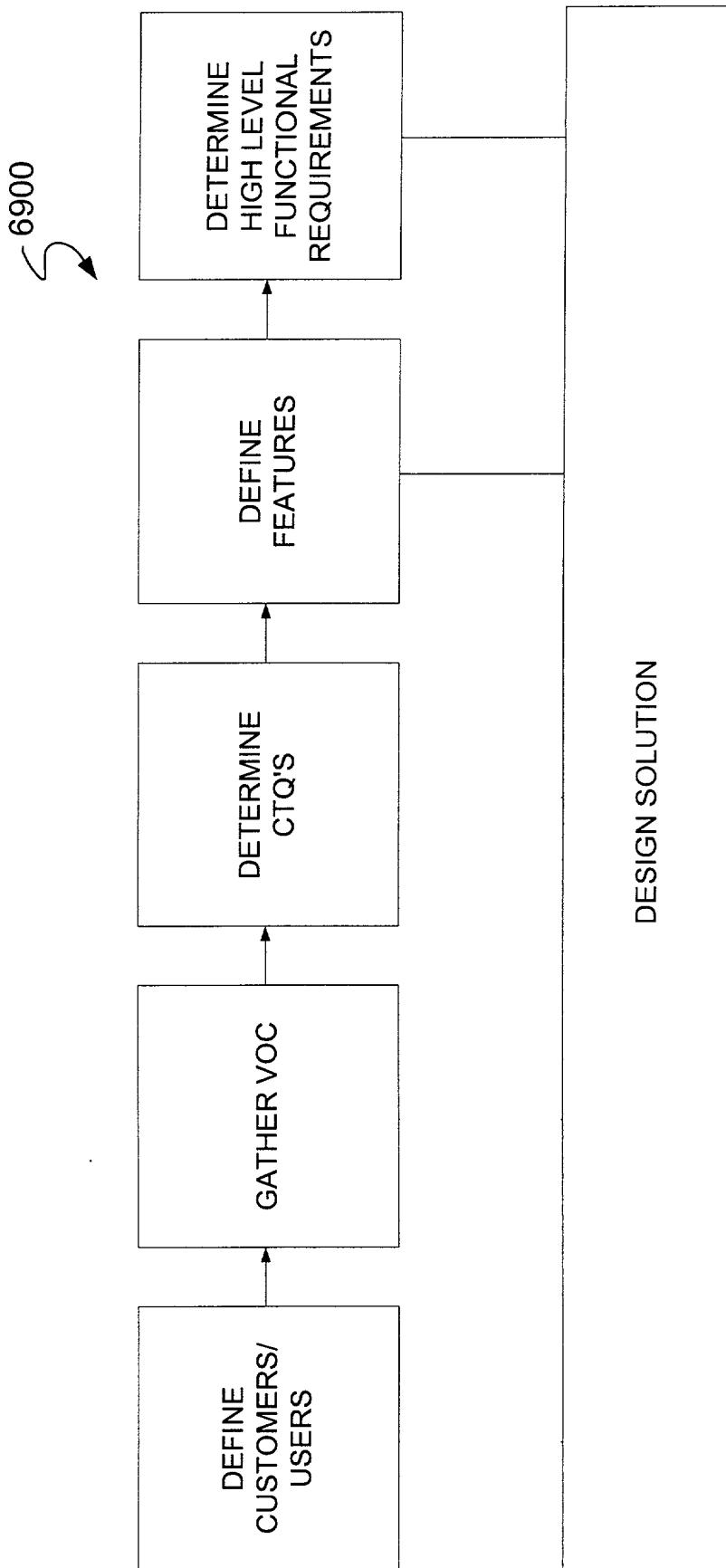


FIG. 68

FIG. 69



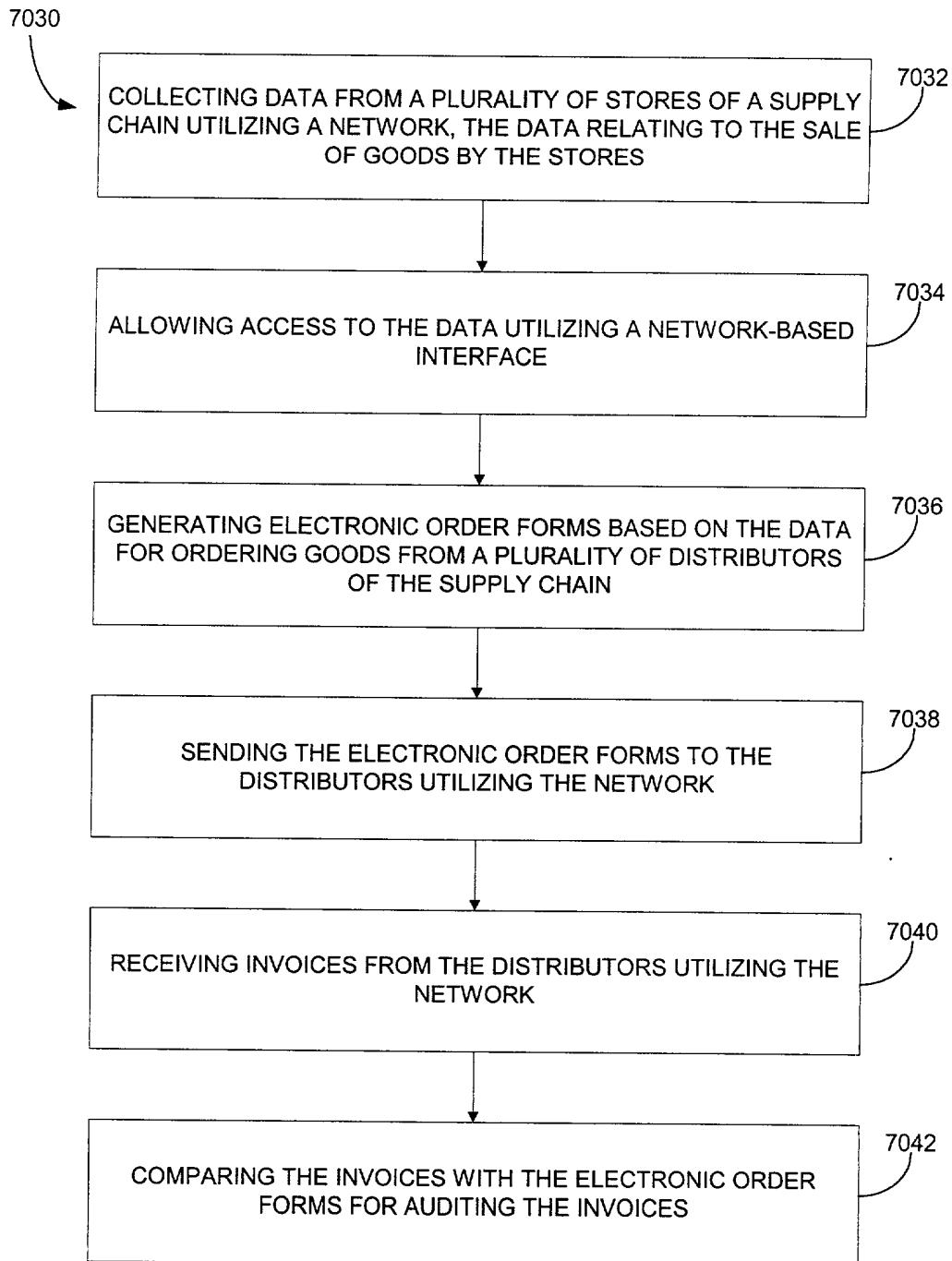


FIG. 70

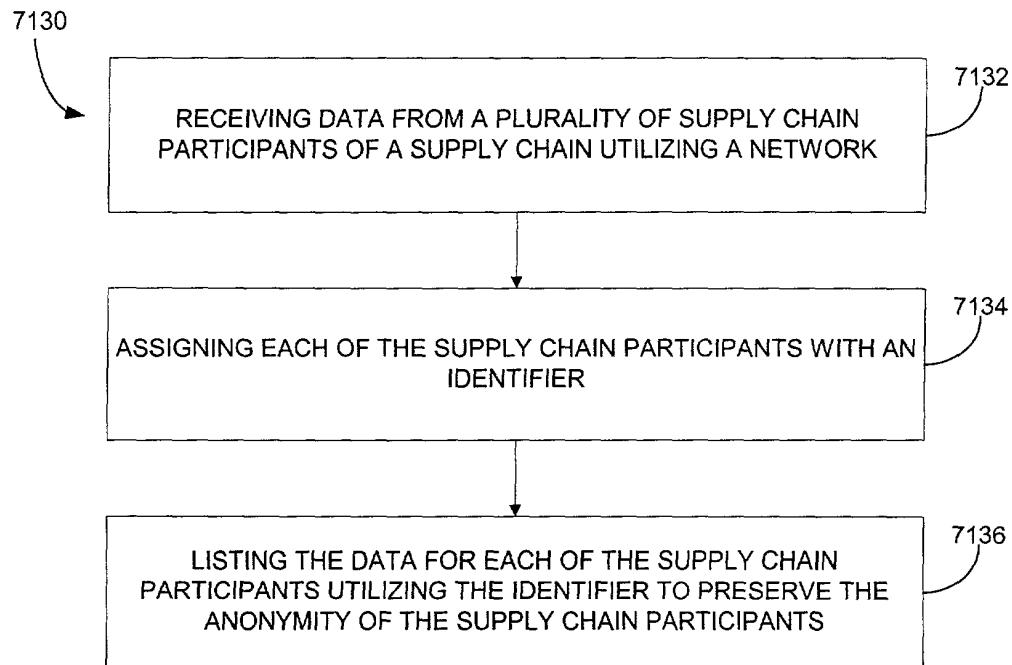


FIG. 71

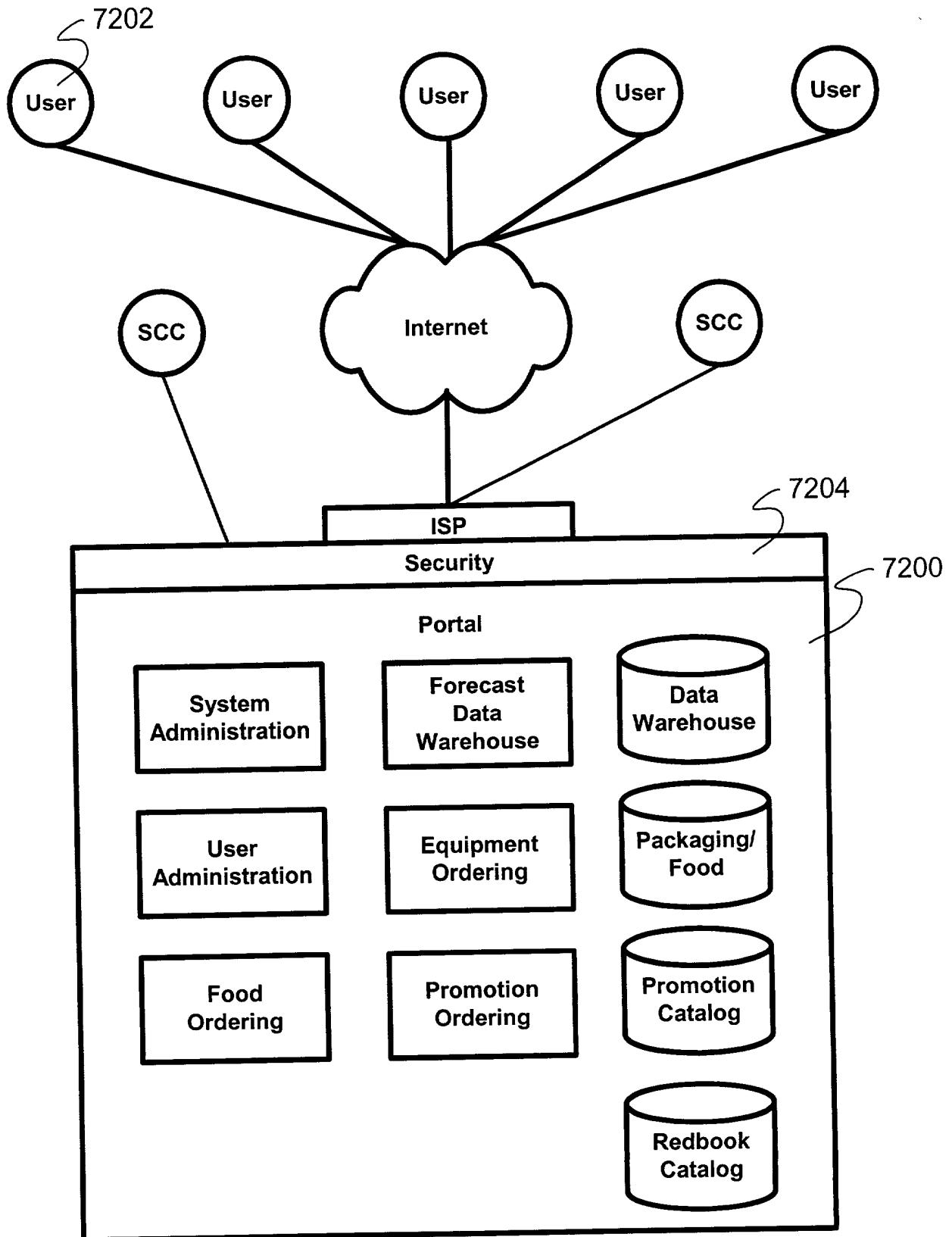


FIG. 72

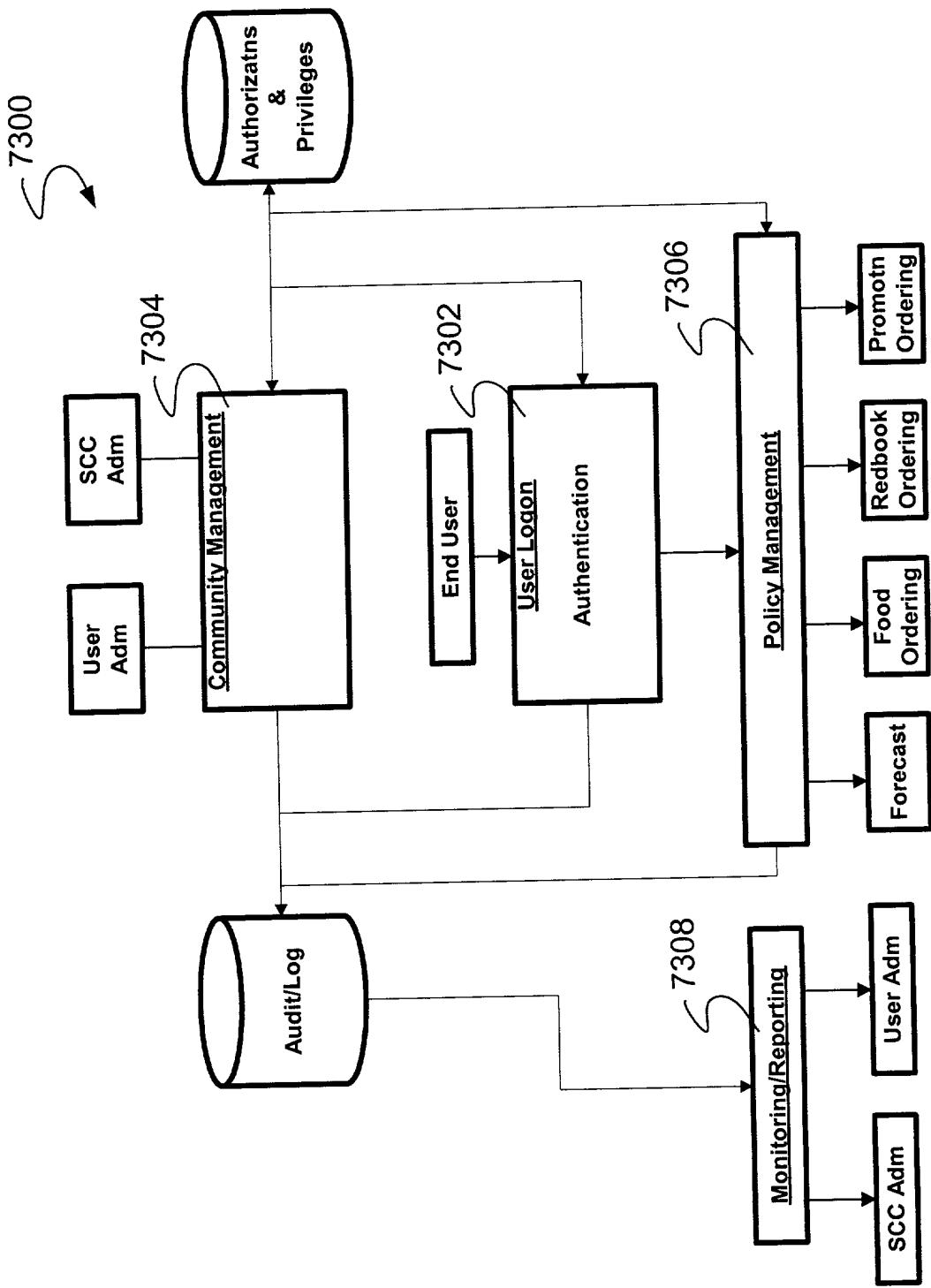
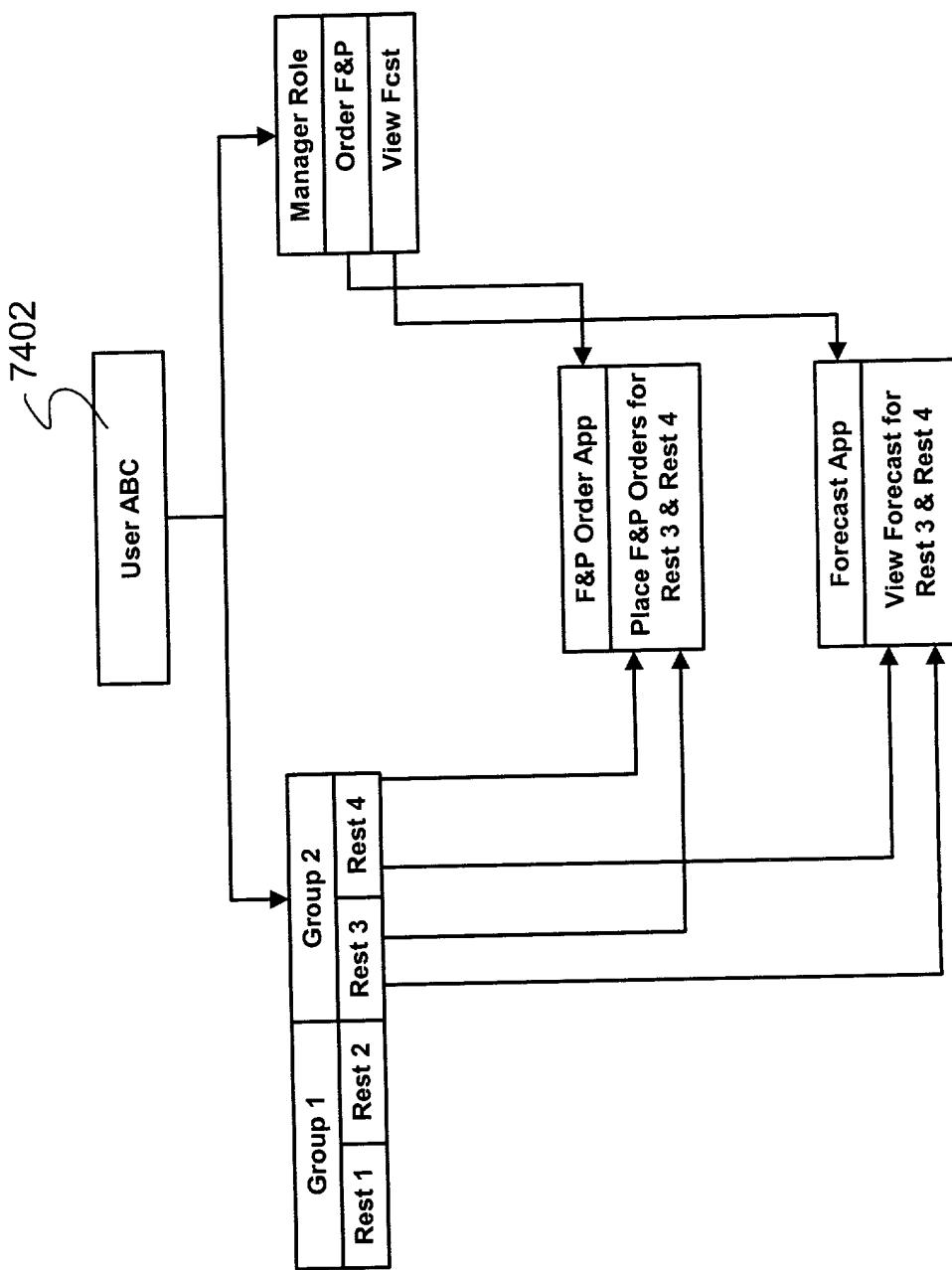


FIG. 73

FIG. 74



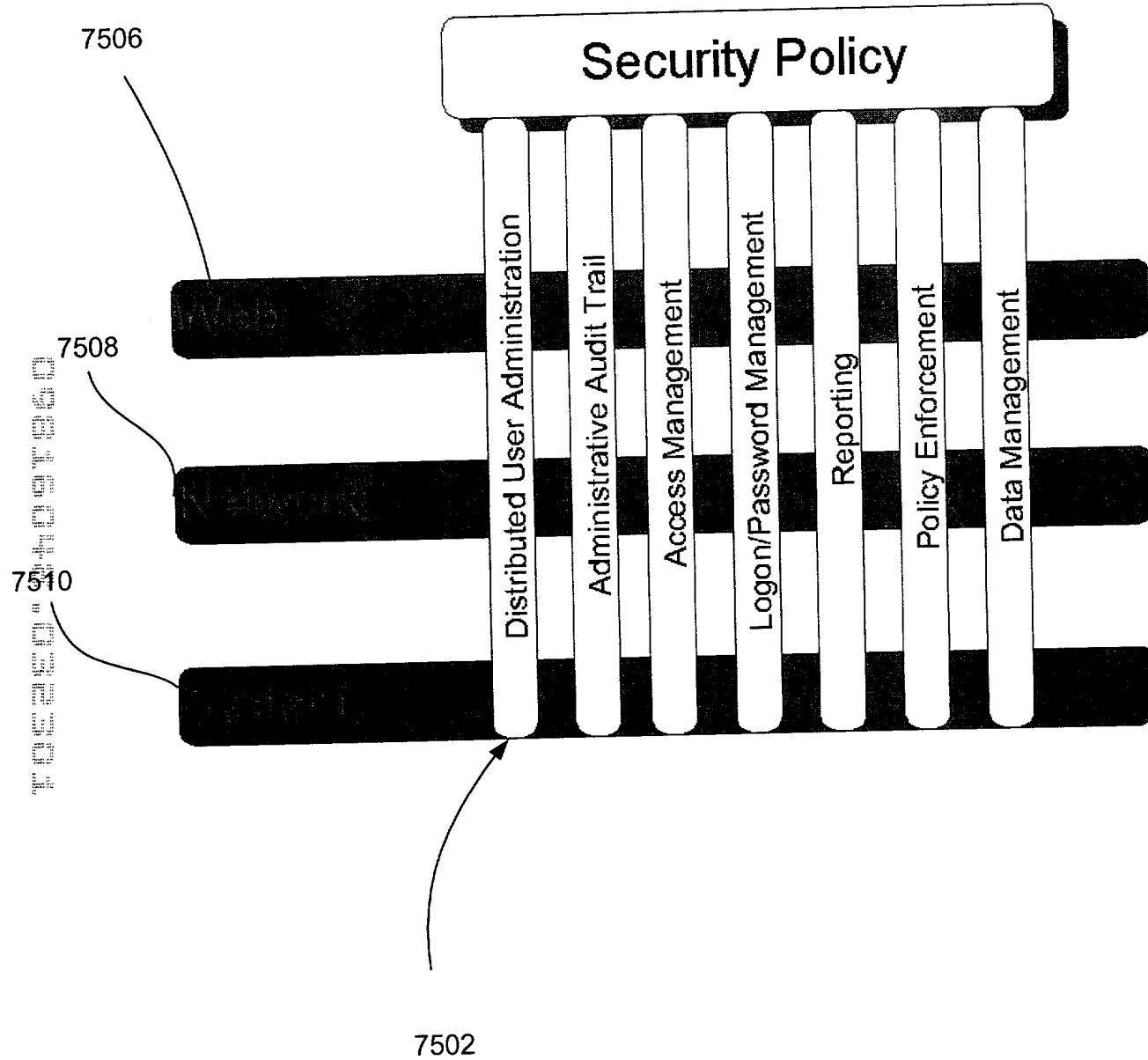


Fig. 75

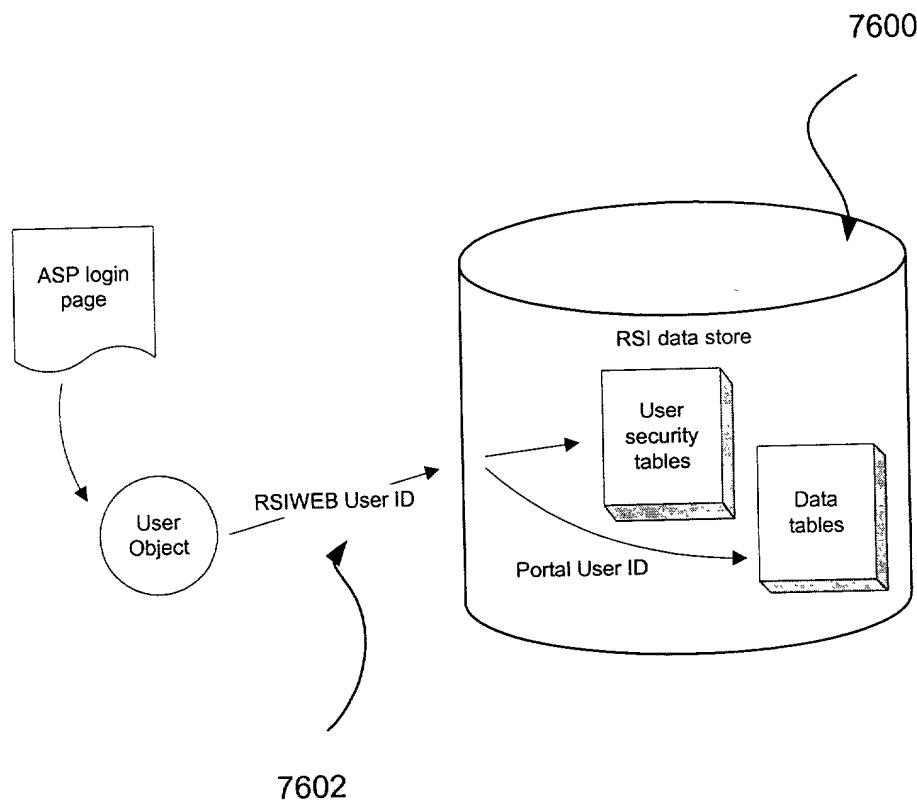


Fig. 76

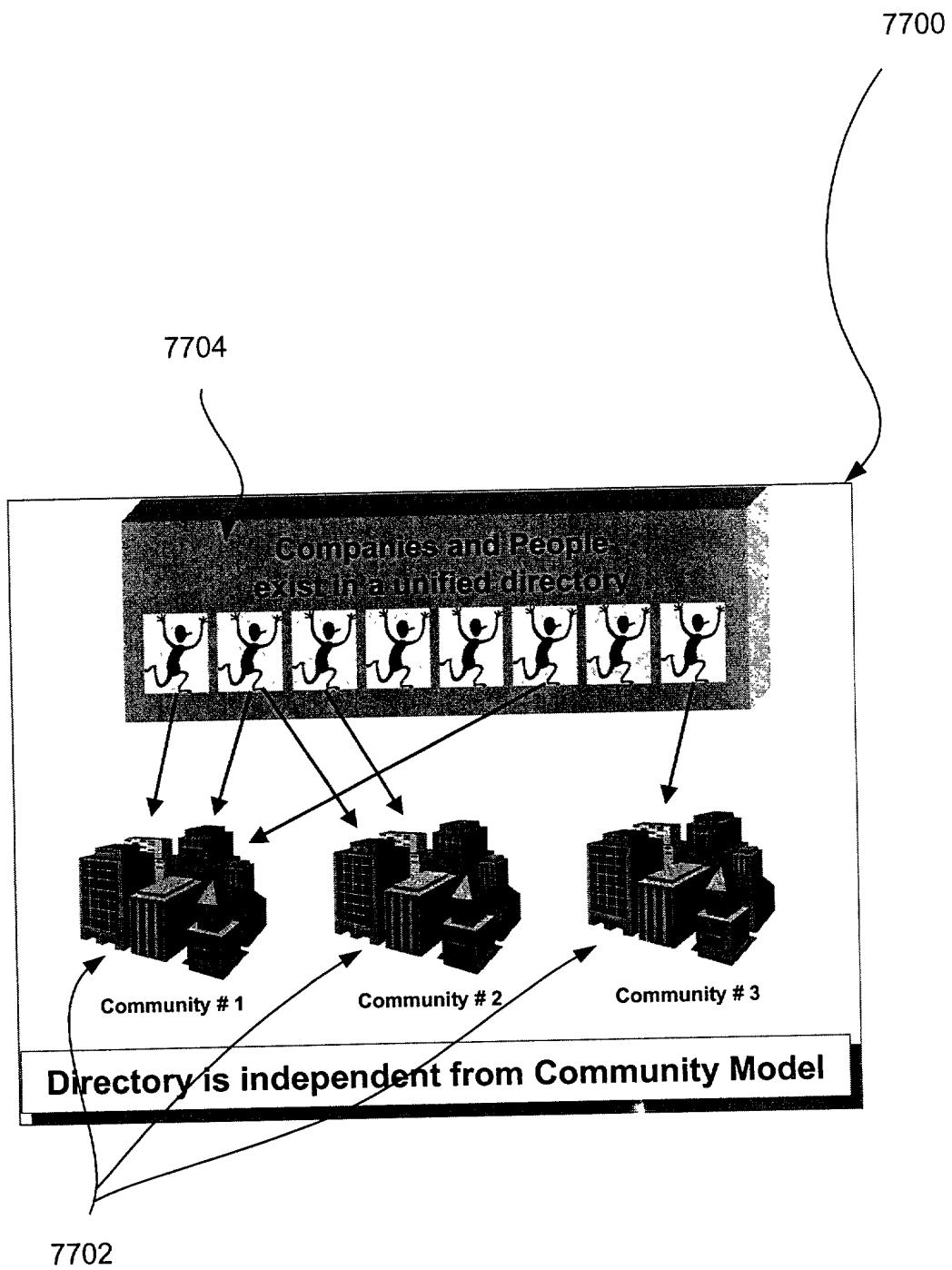


Fig. 77

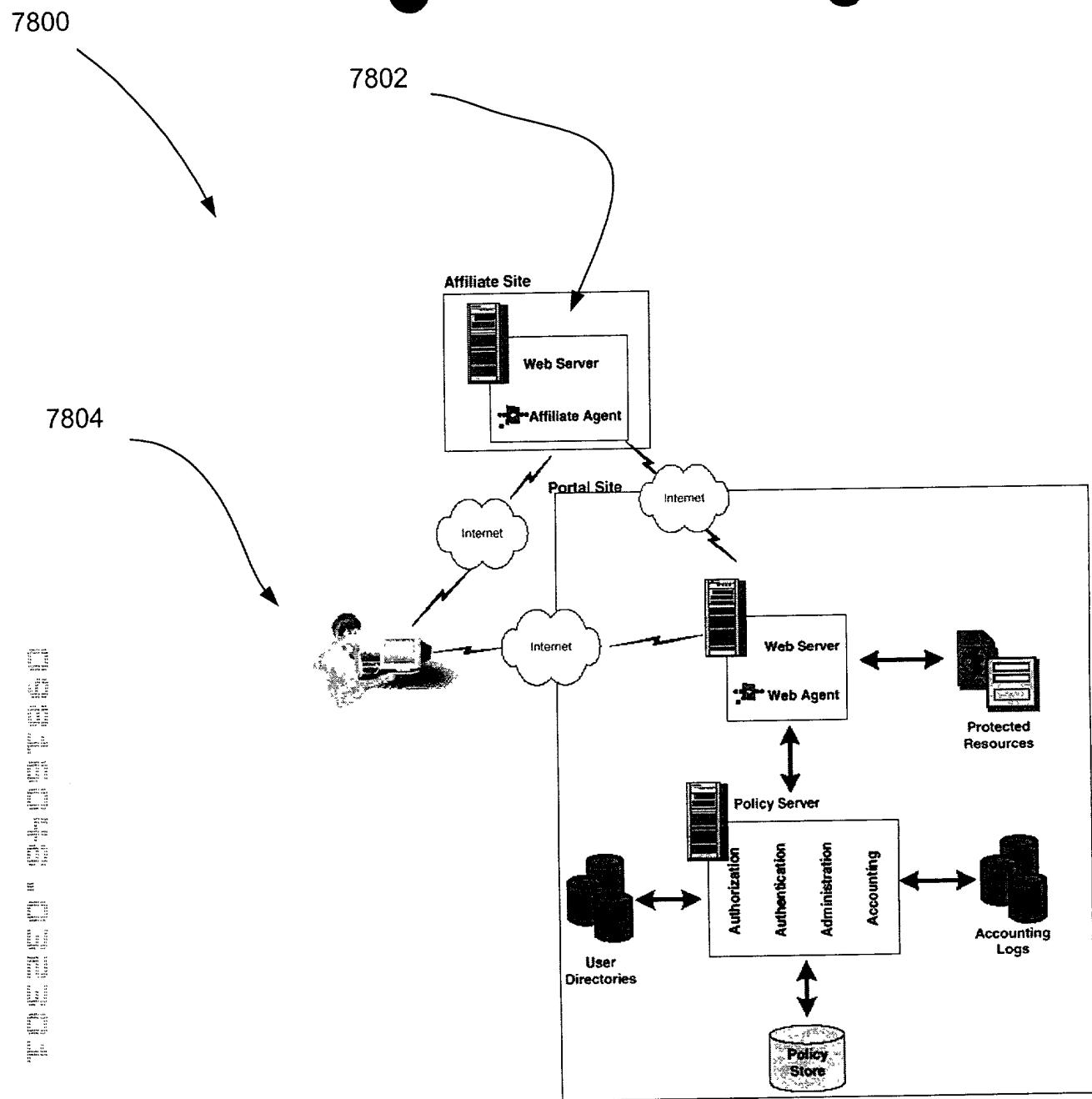


Fig. 78

7900



7902

Policy-Based Web Security Model

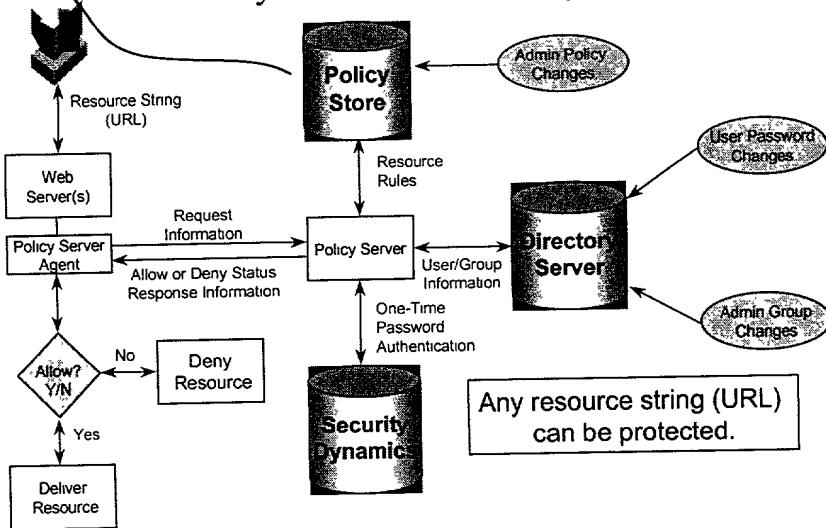


Fig. 79

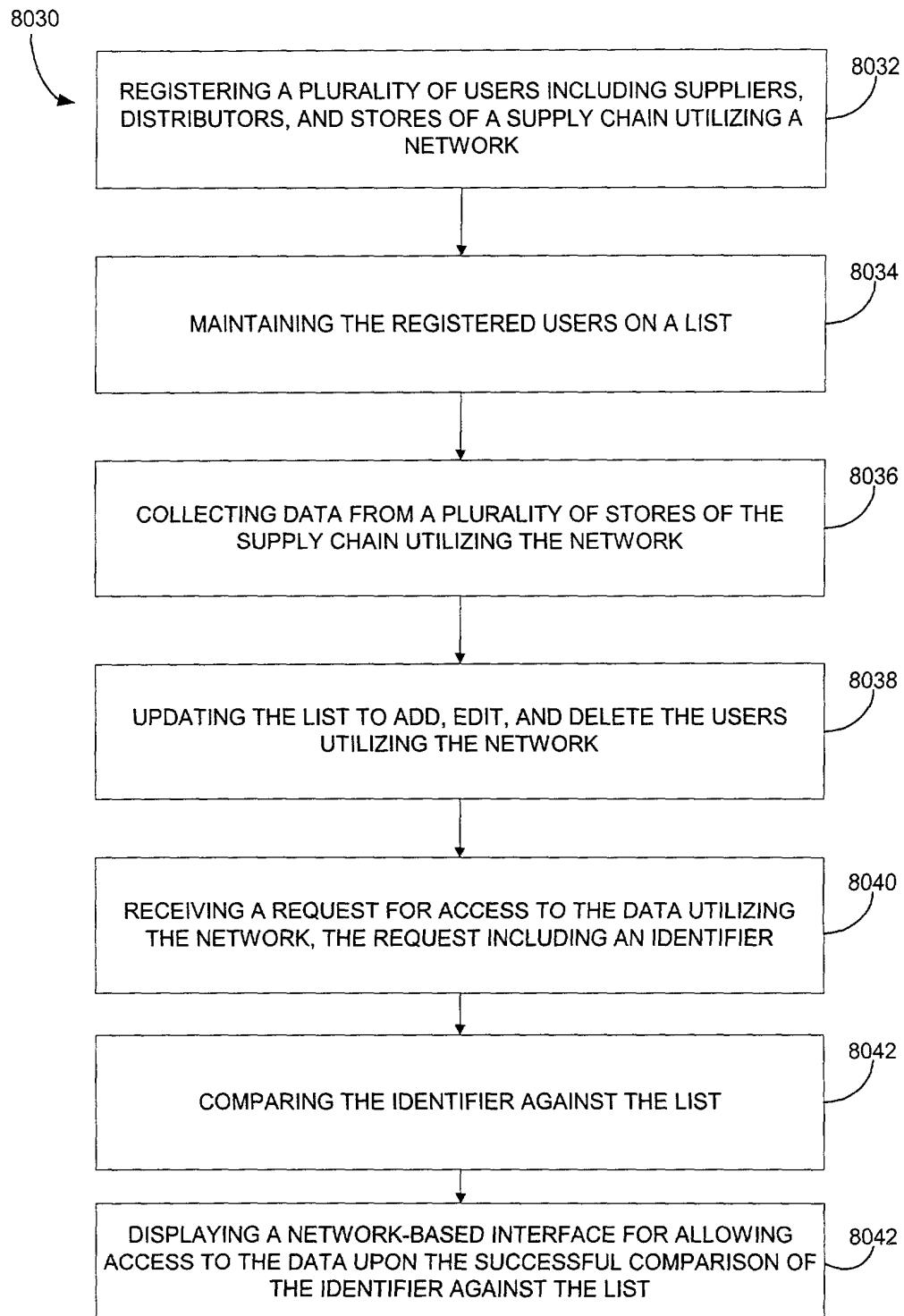


FIG. 80

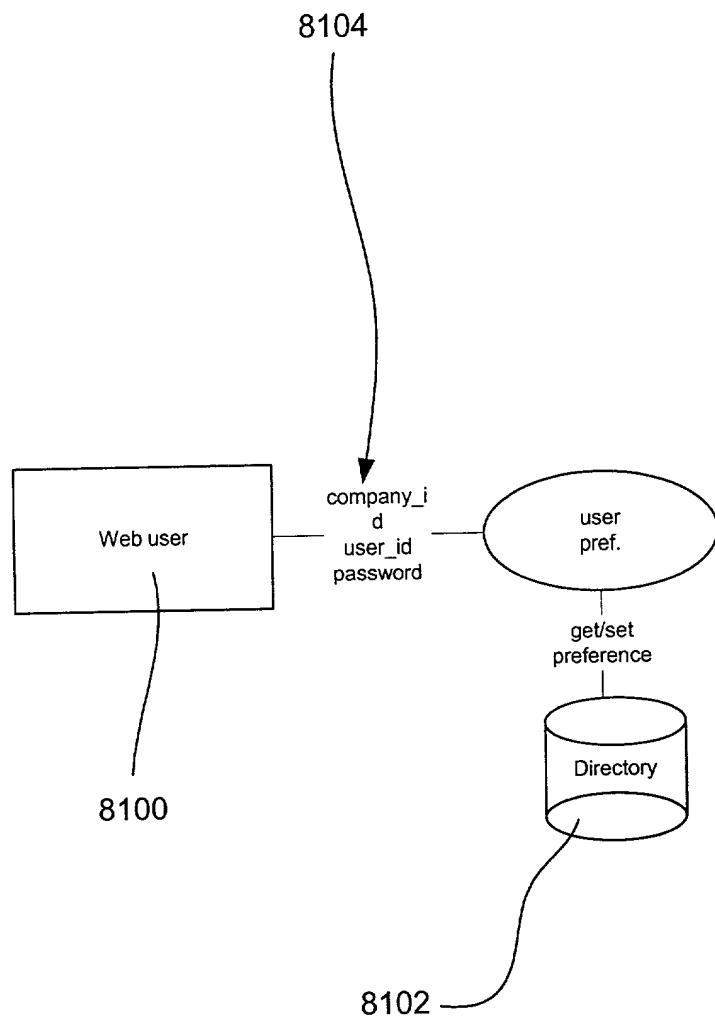


Fig. 81

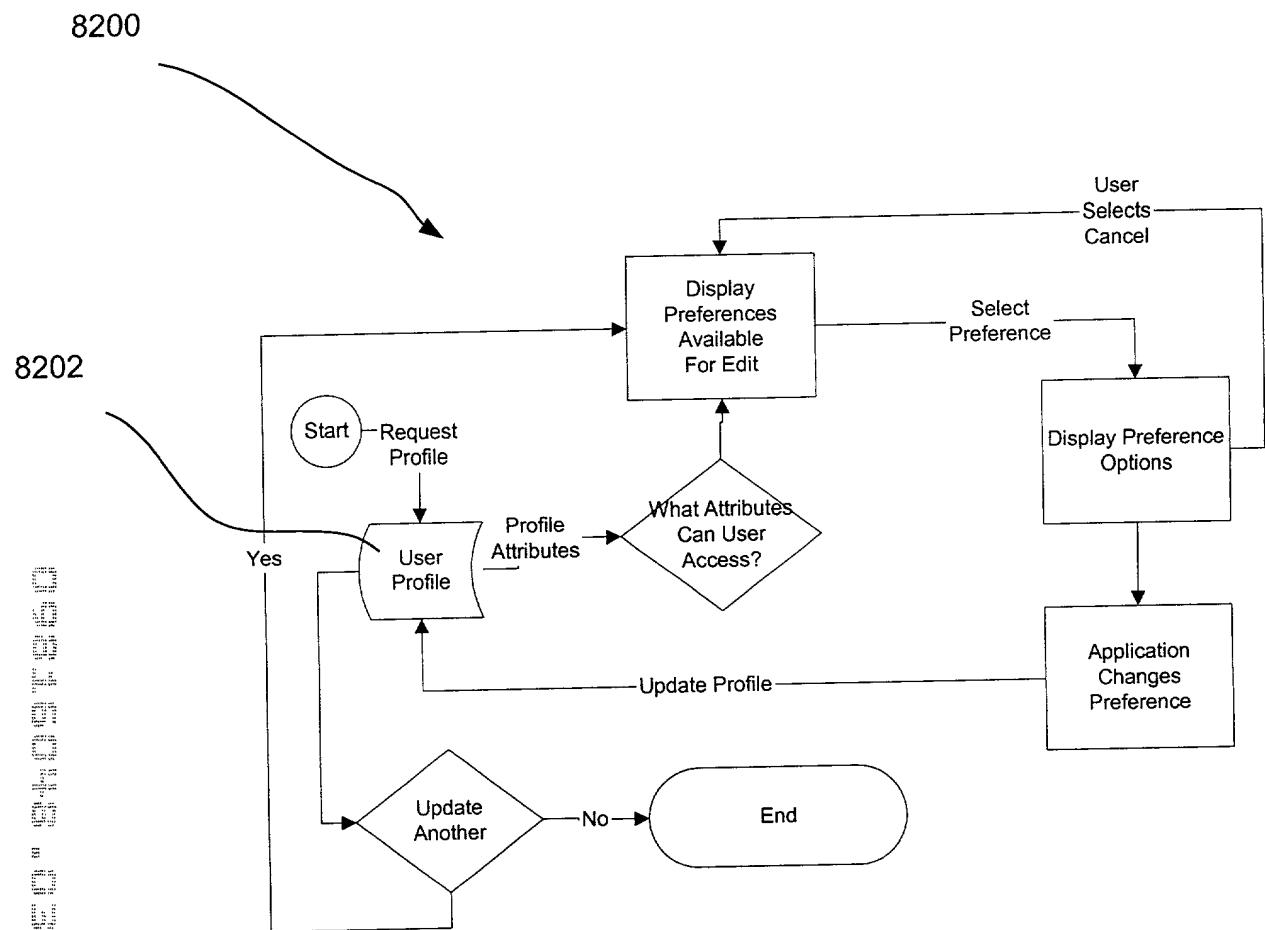


Fig. 82

8304

8302

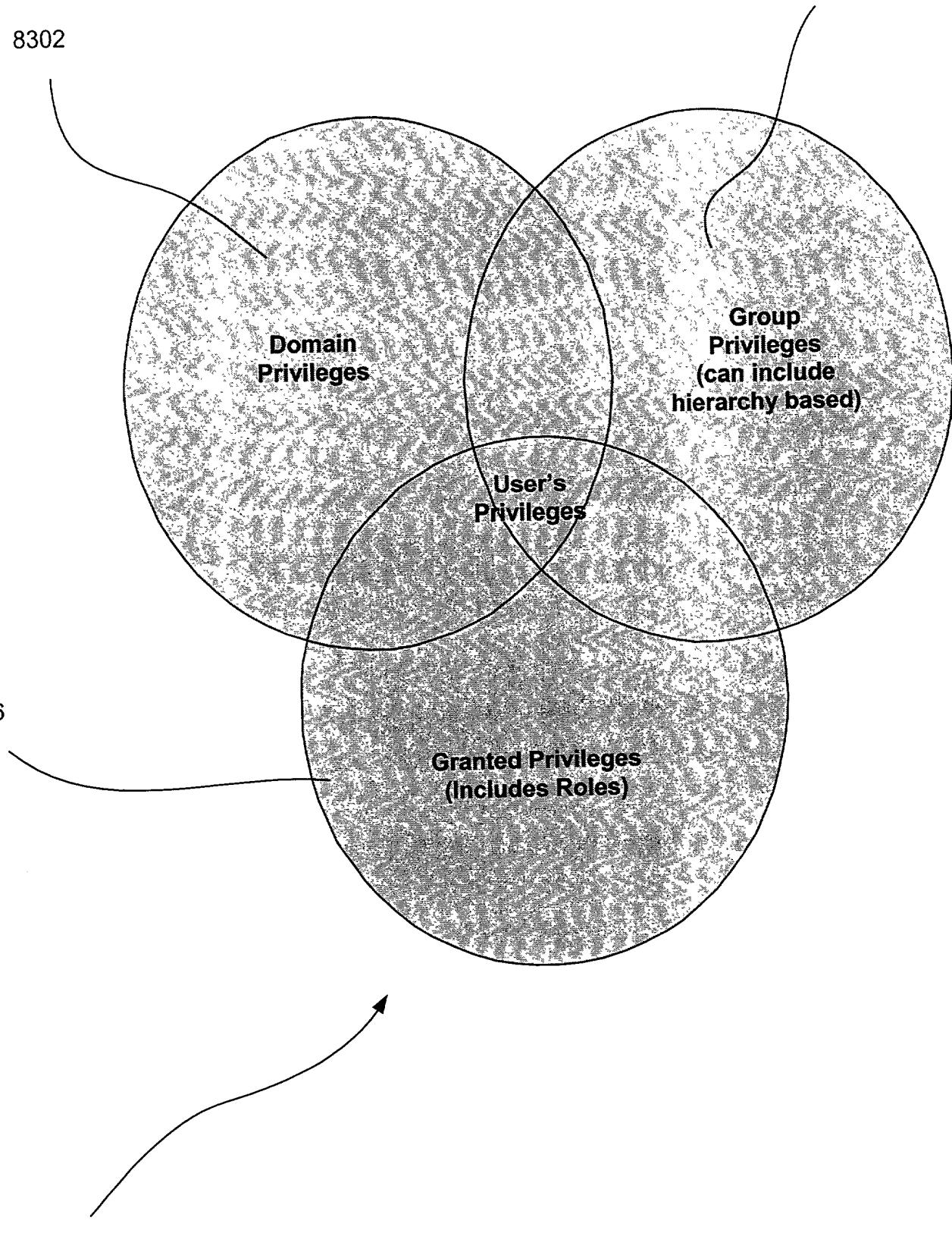


Fig. 83

8300

8400
8402
8404
8406
8408
8410
8412

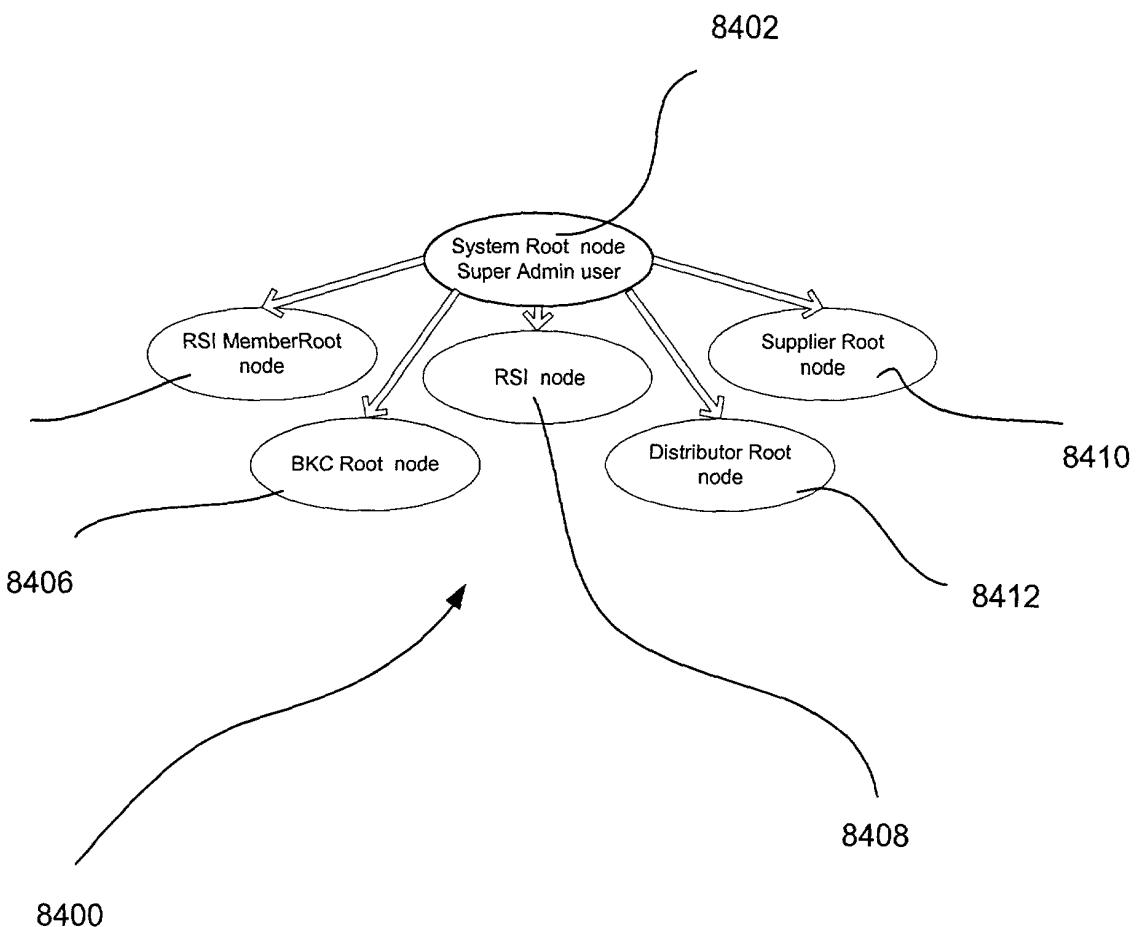


Fig. 84

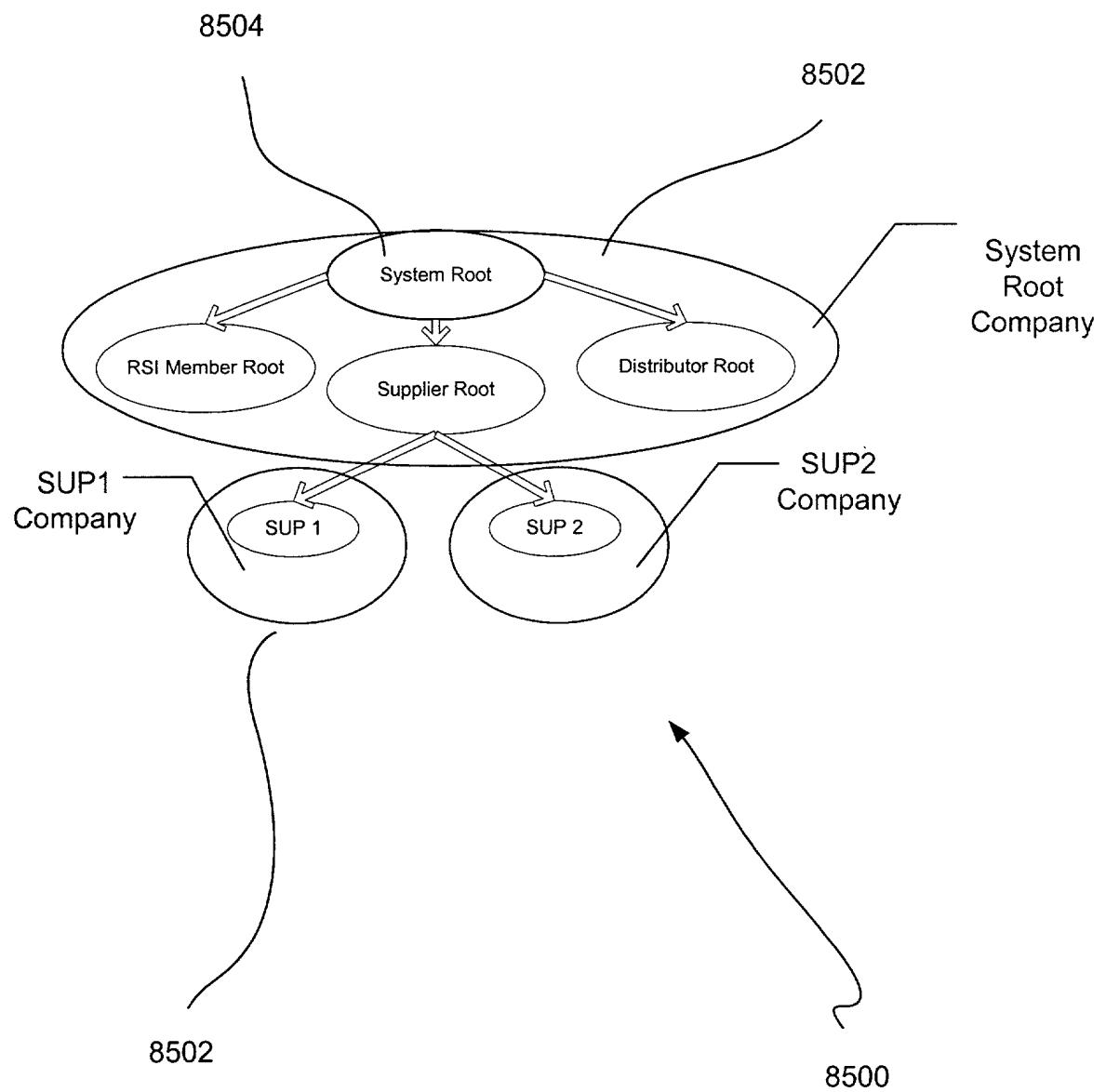


Fig. 85

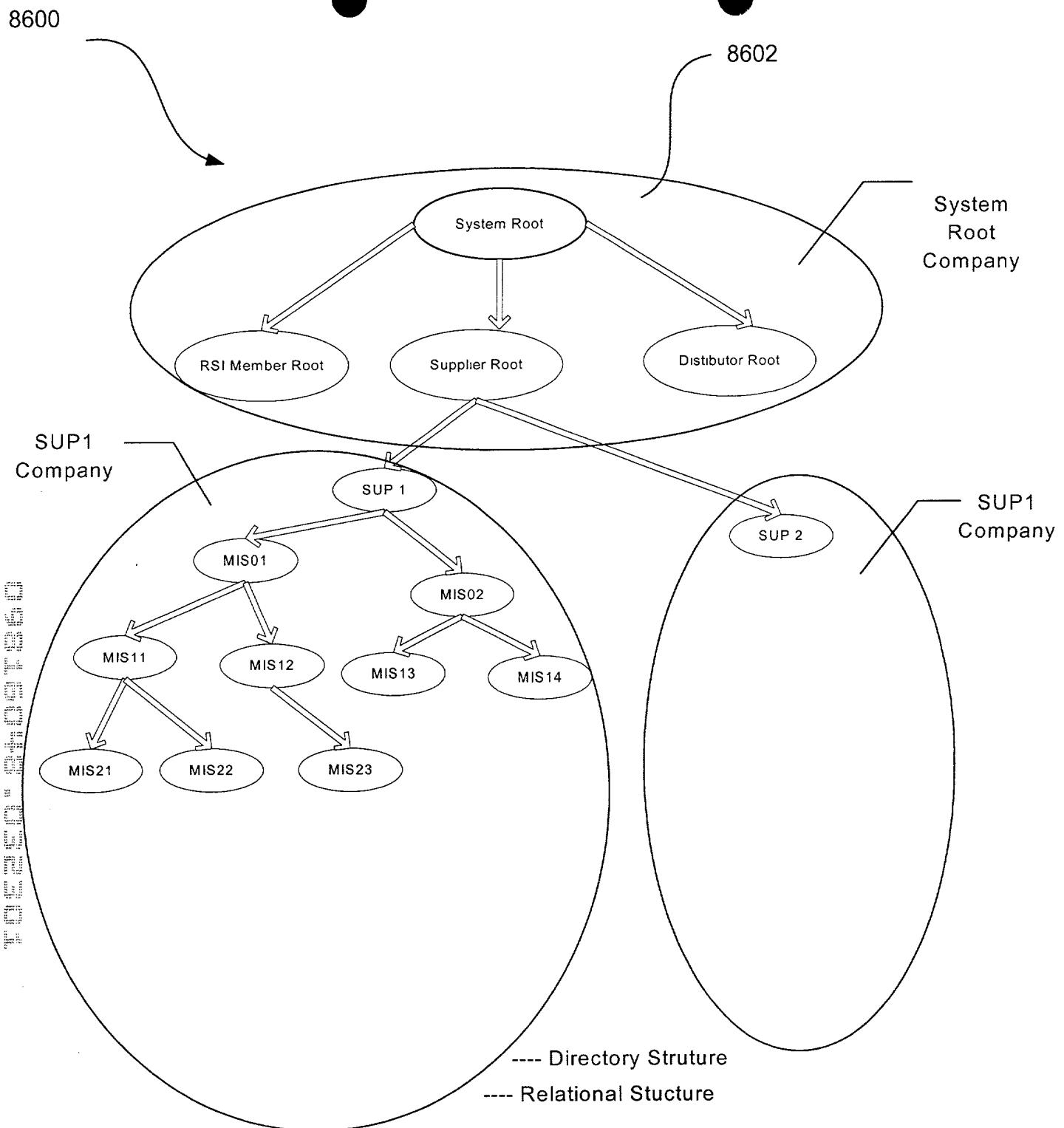


Fig. 86

Group Hierarchy Management: Data Flow

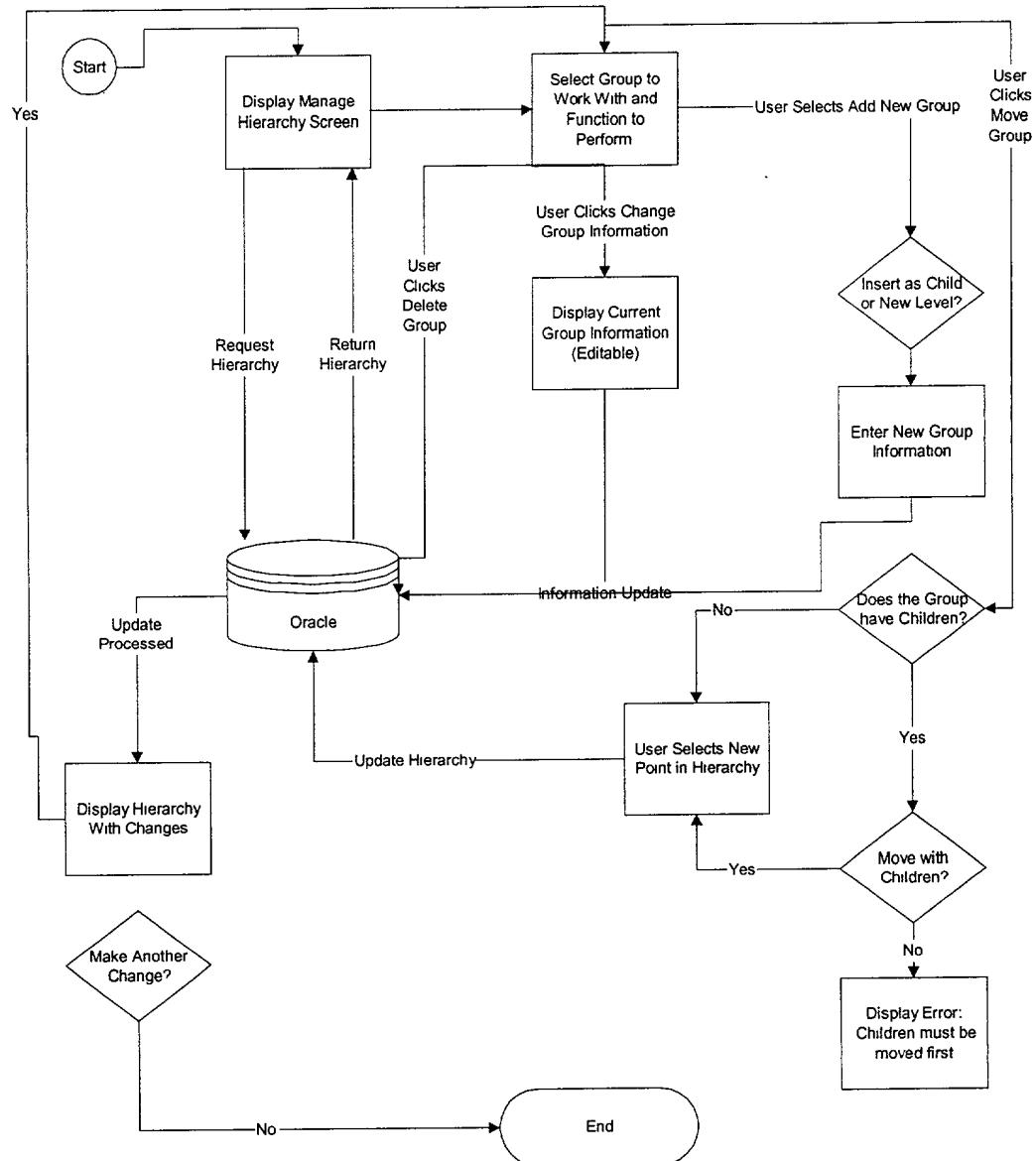


Fig. 87

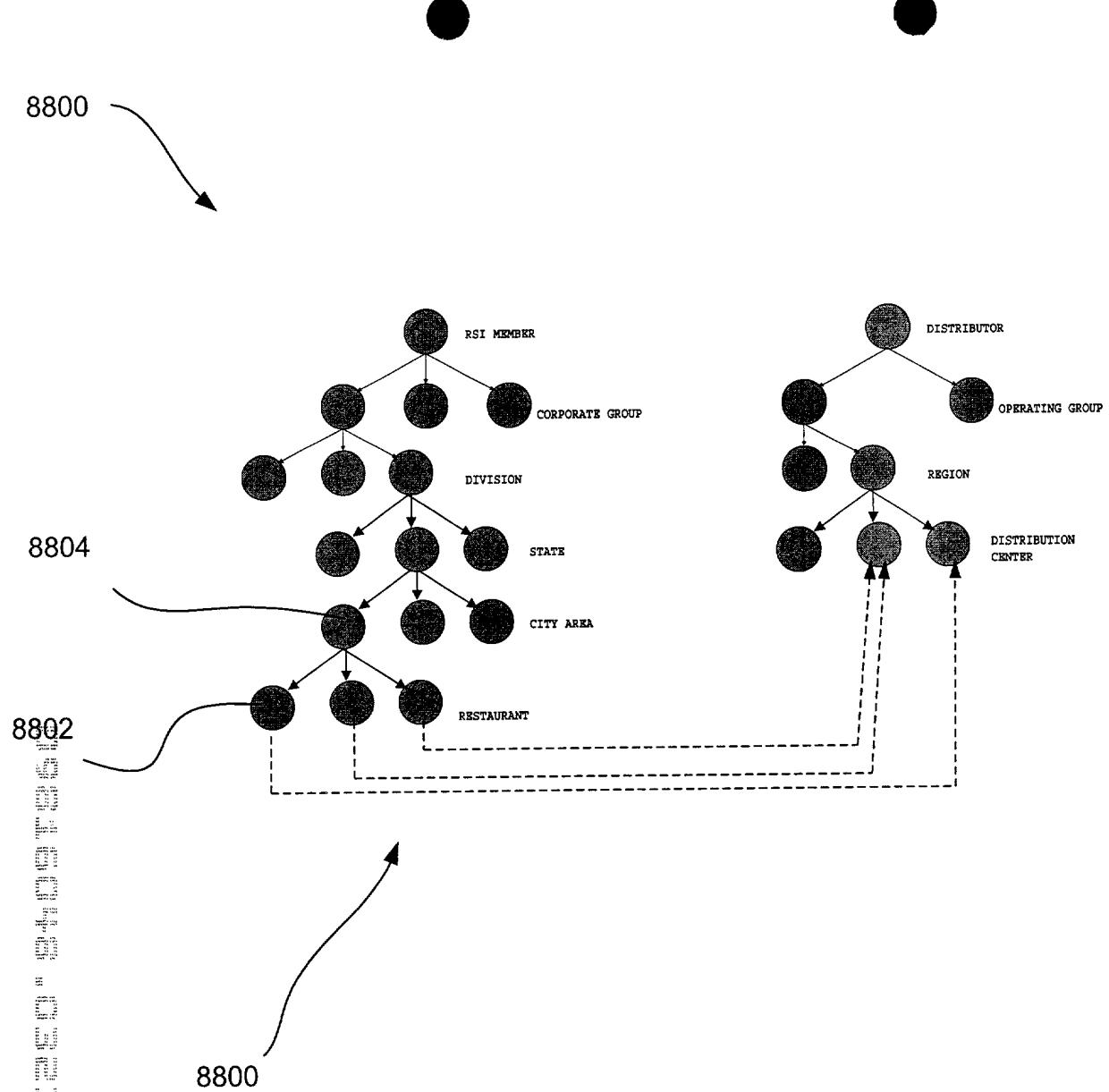


Fig. 88

8902

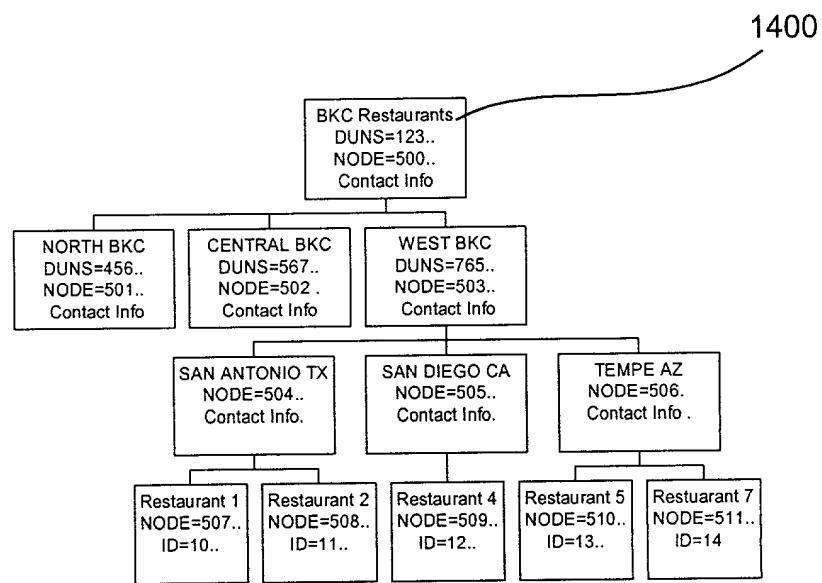


Fig. 89

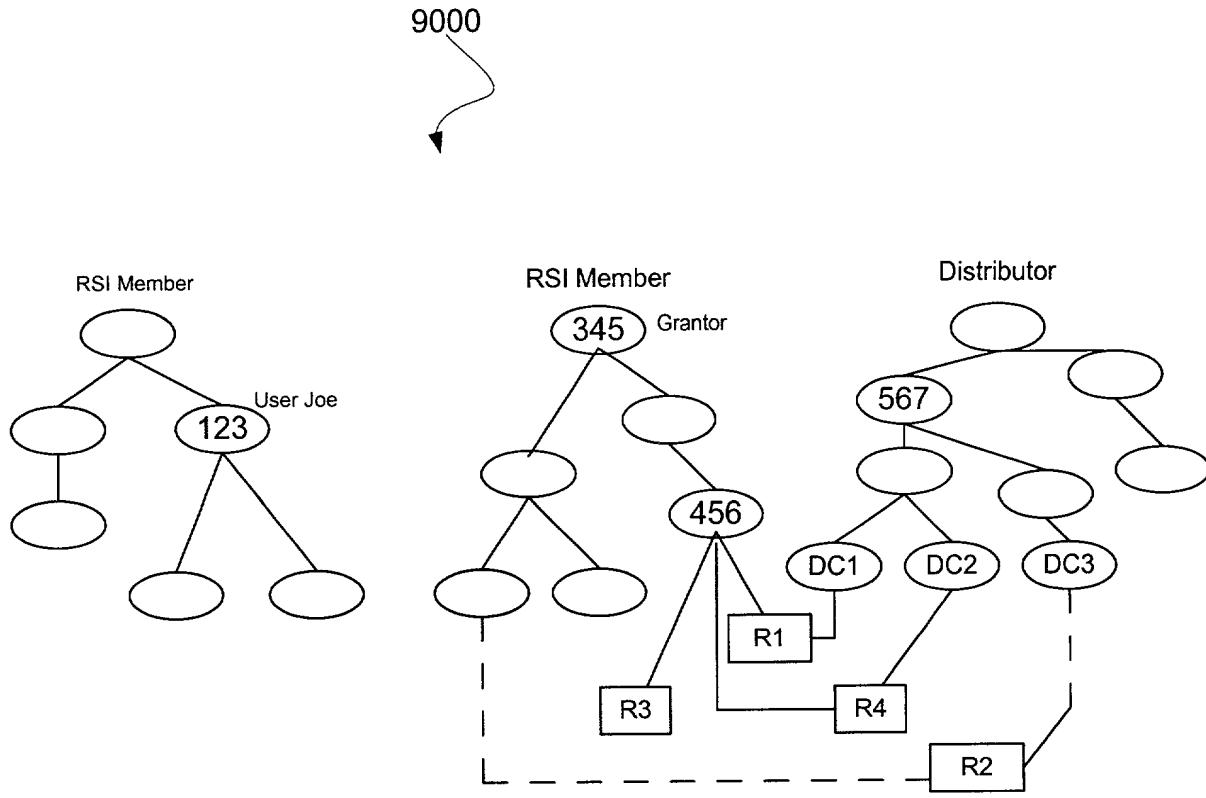


FIG. 90

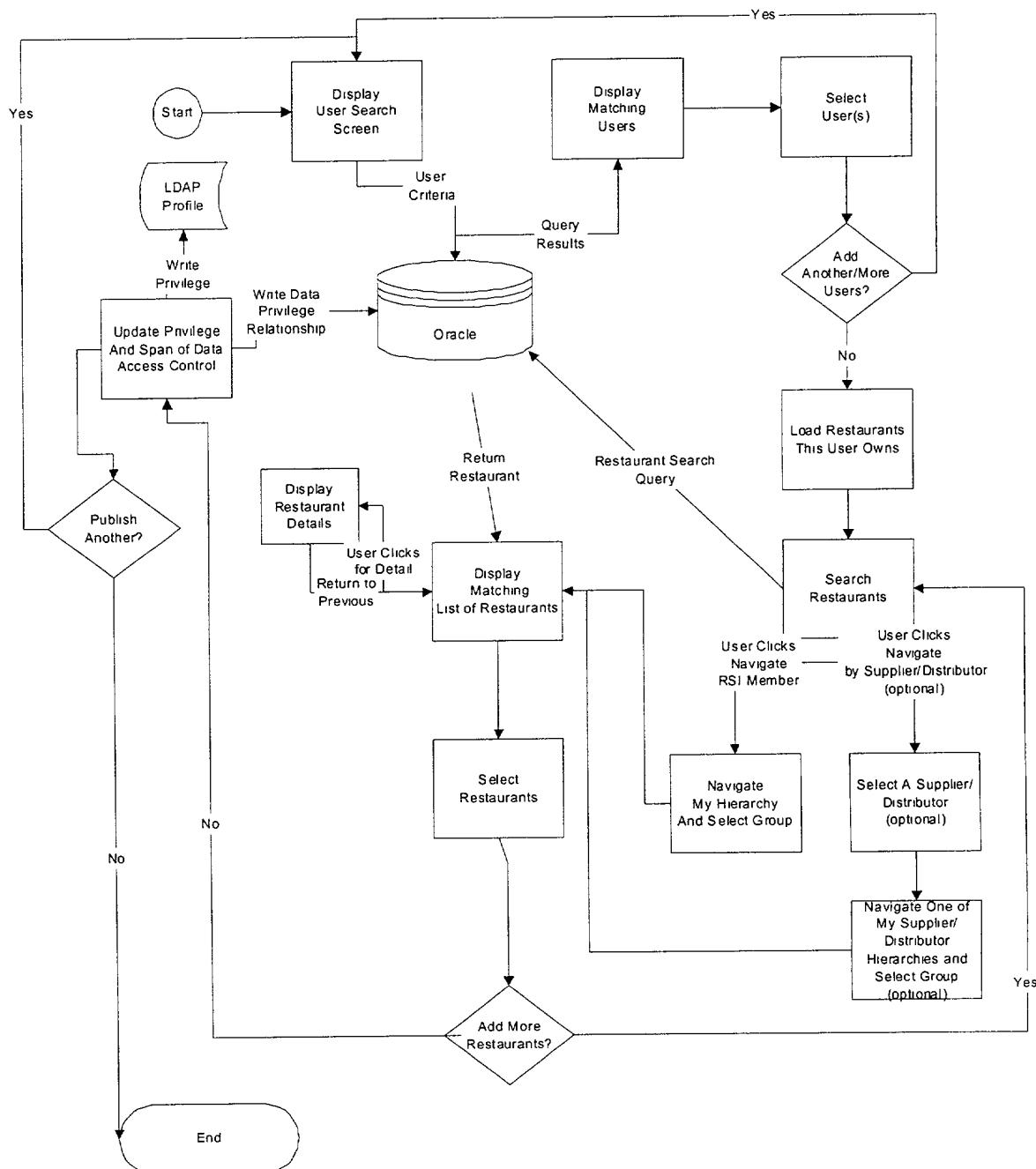


Fig. 91

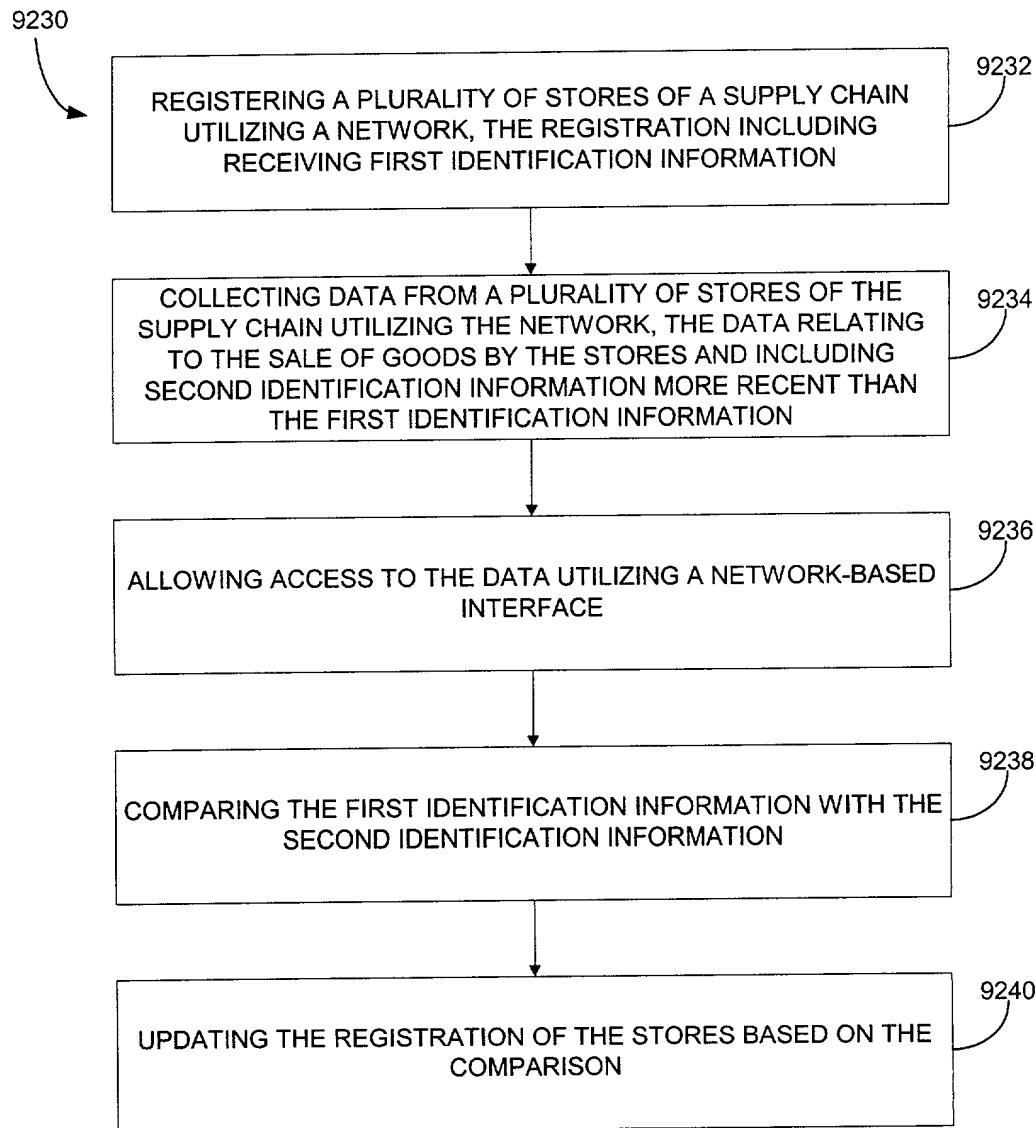


FIG. 92

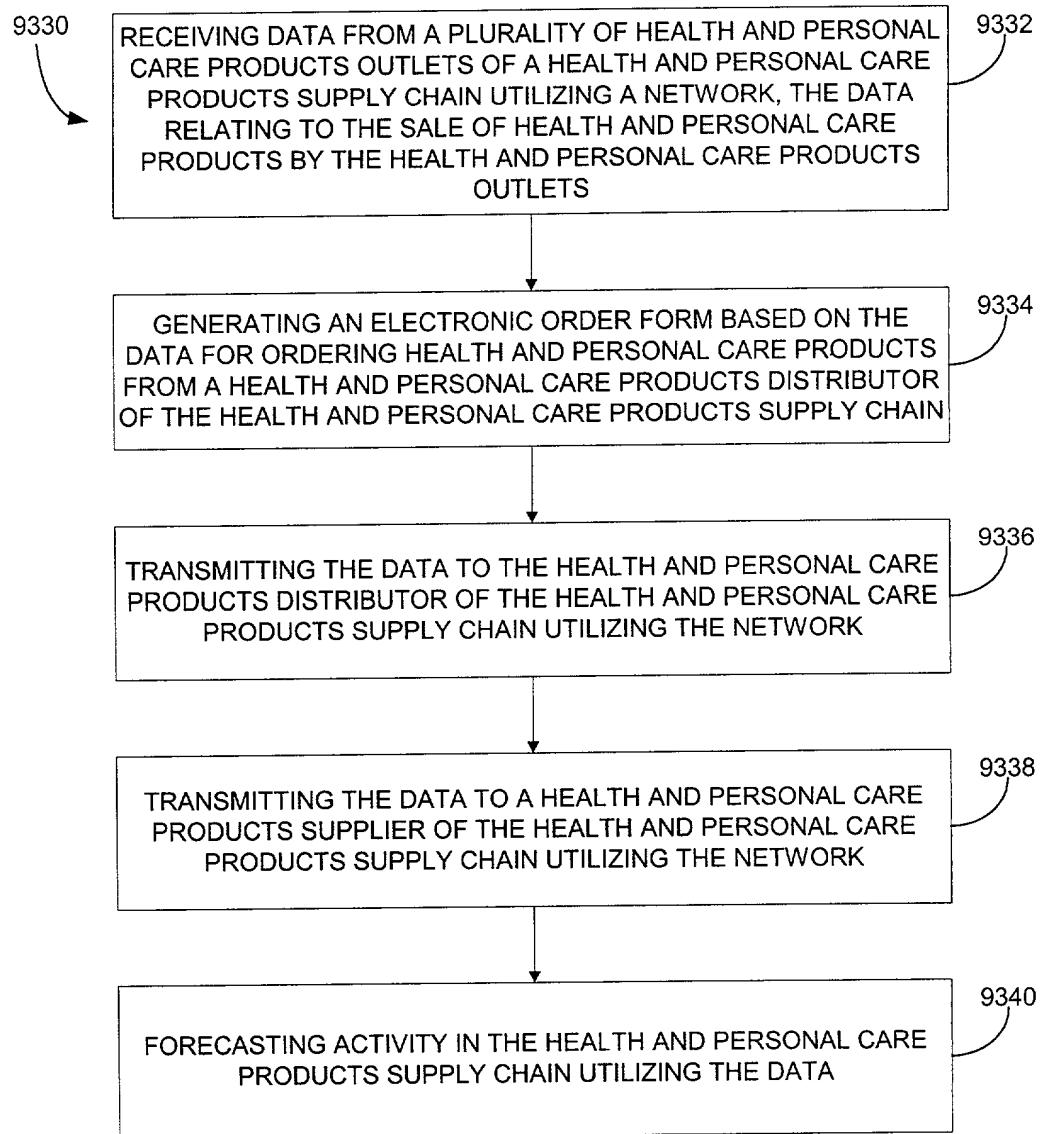


FIG. 93

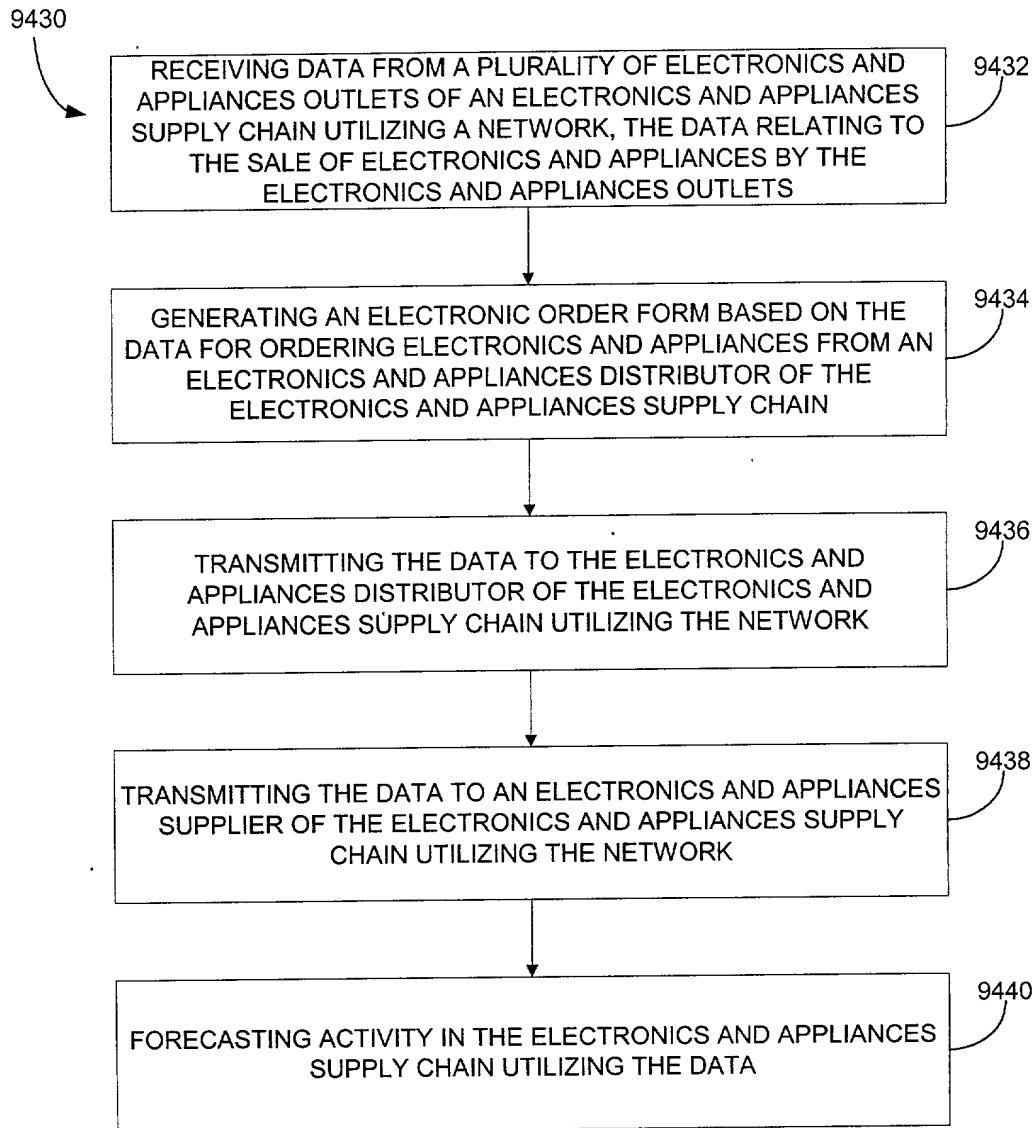


FIG. 94

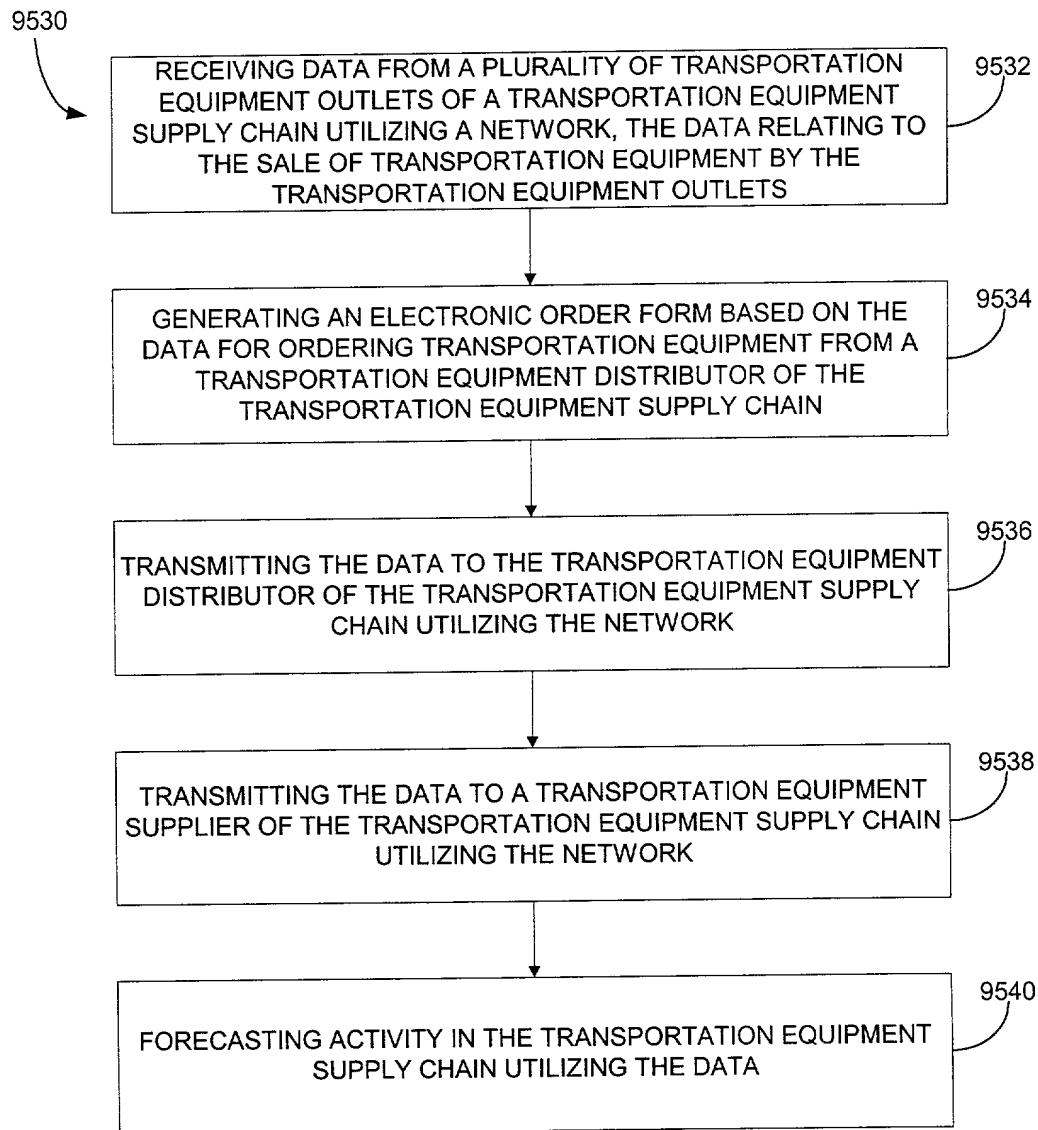


FIG. 95

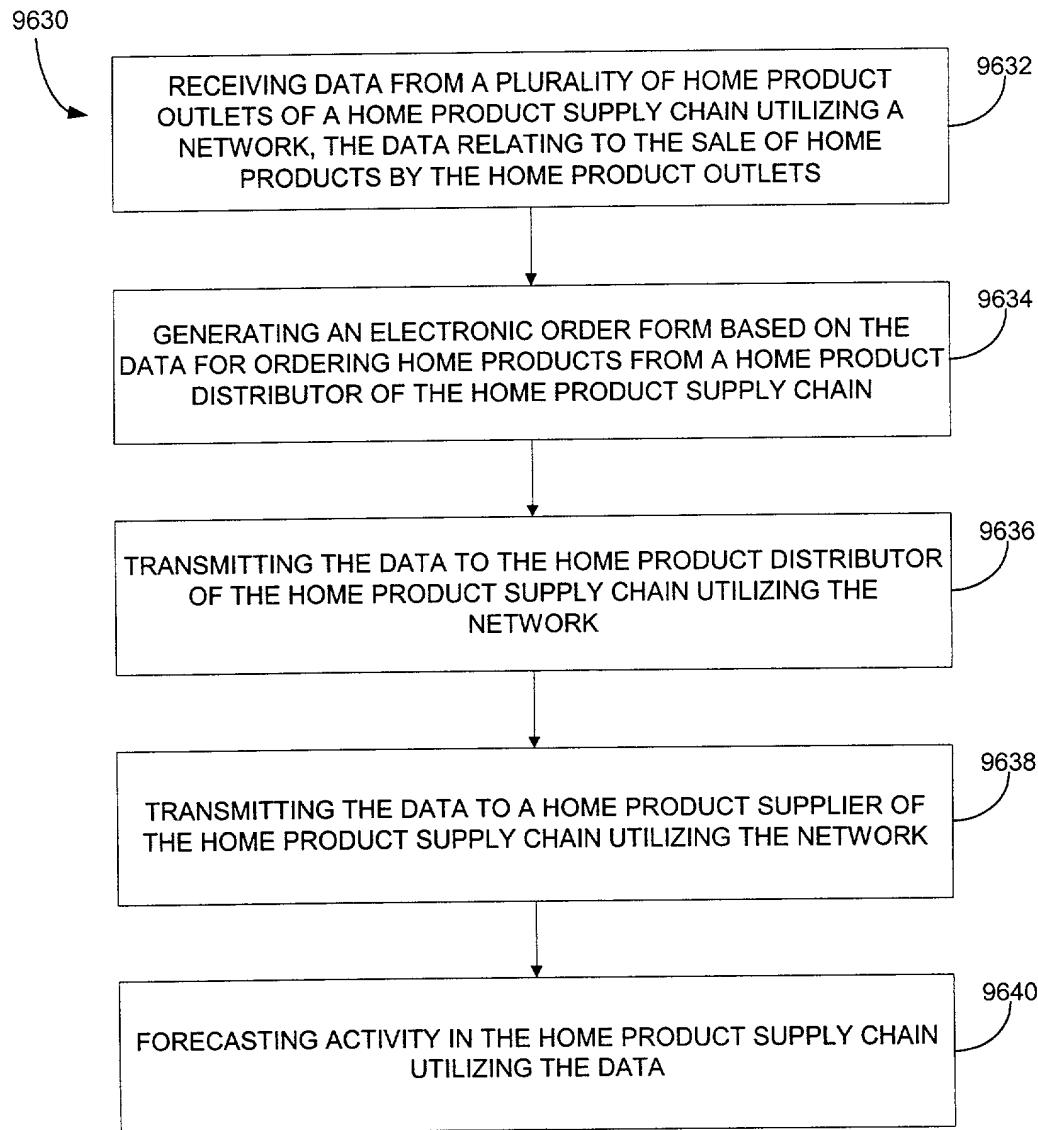


FIG. 96

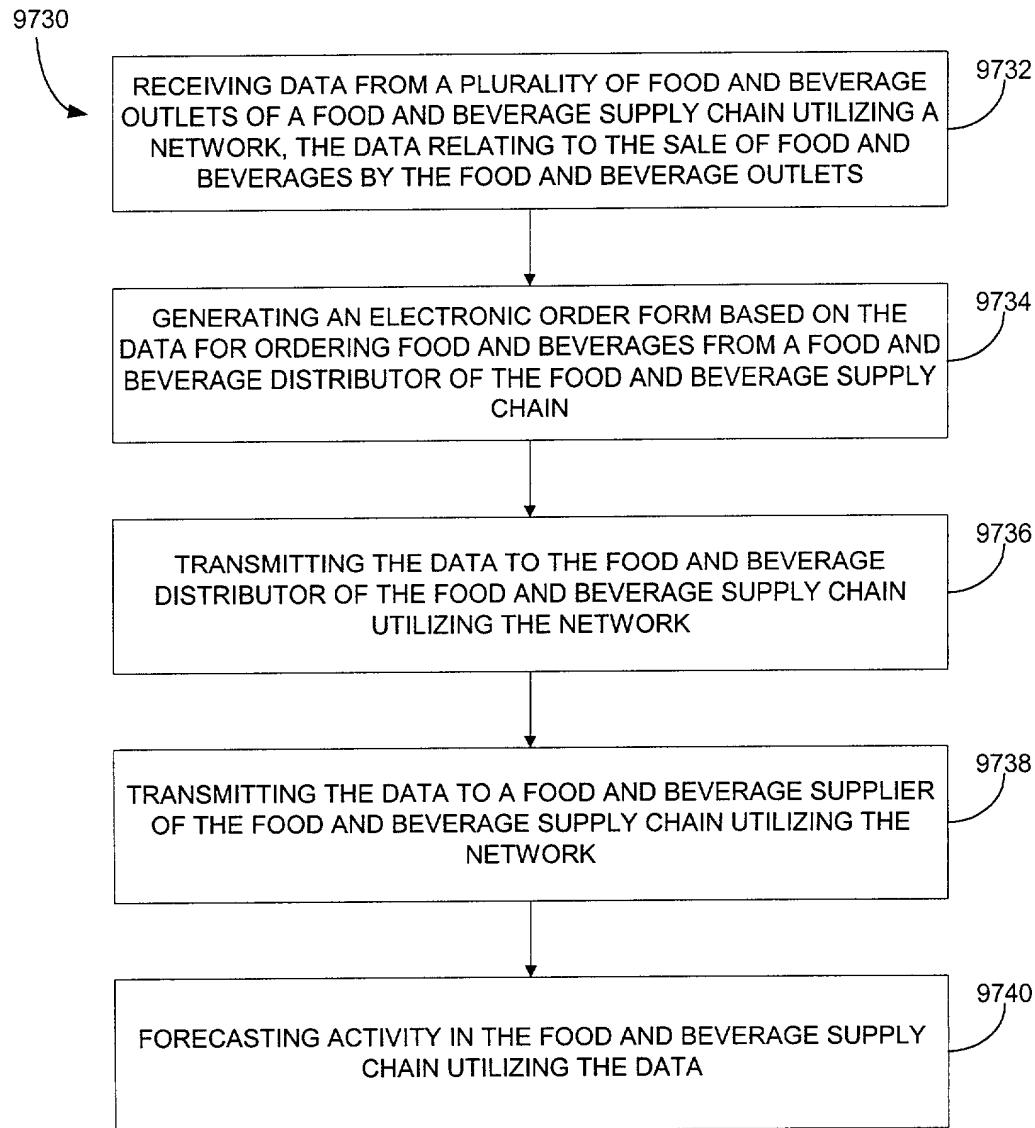


FIG. 97

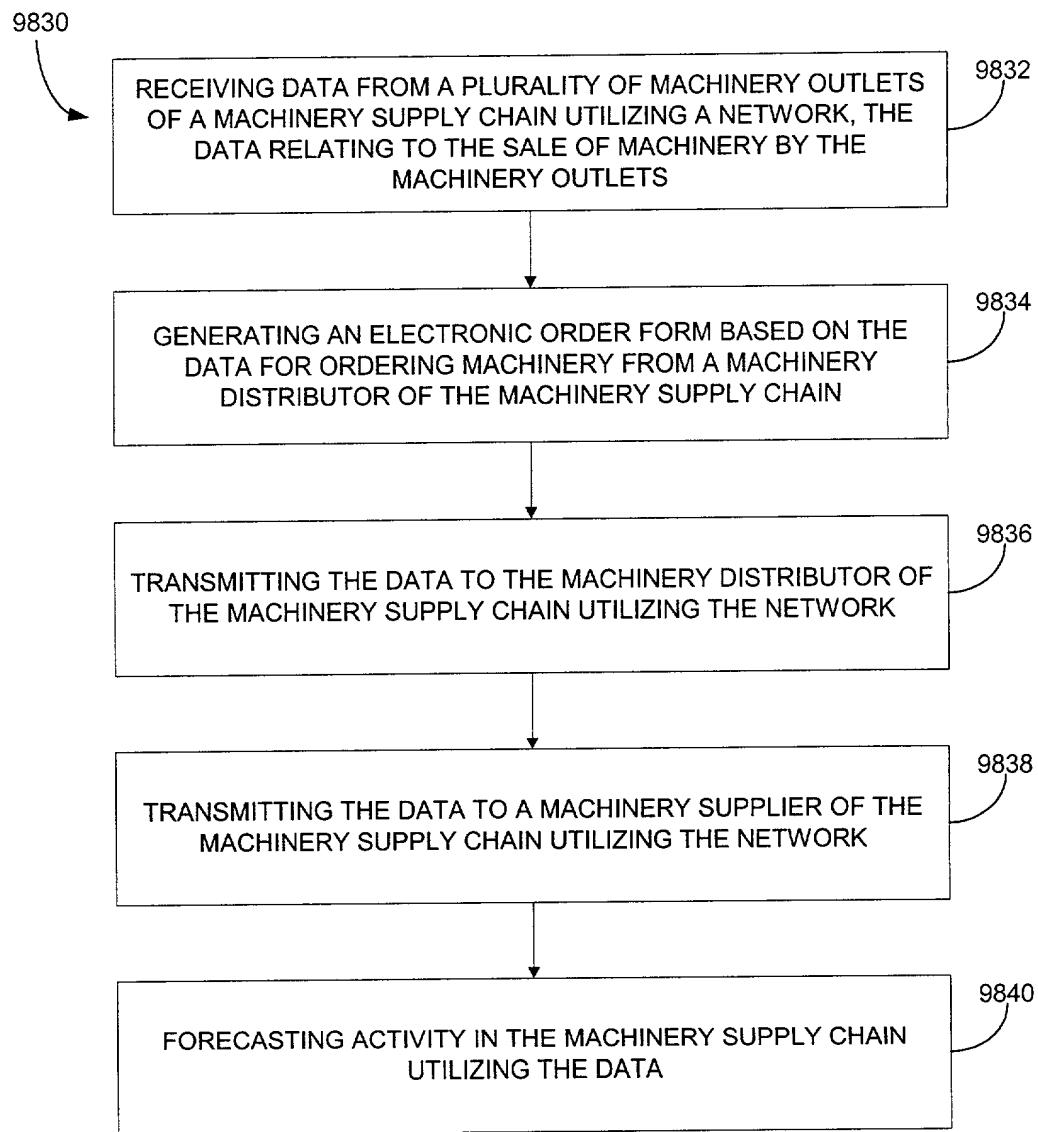


FIG. 98

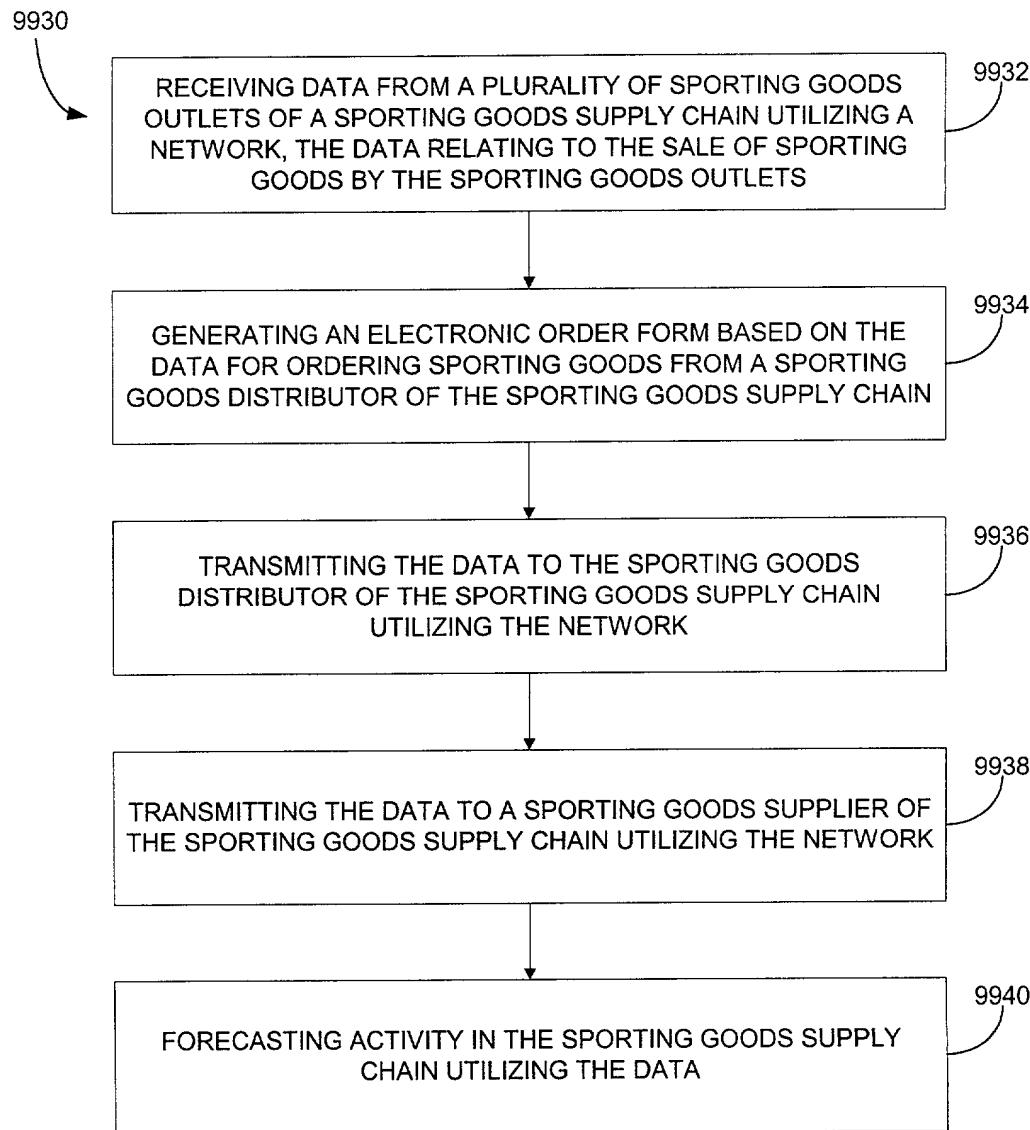


FIG. 99

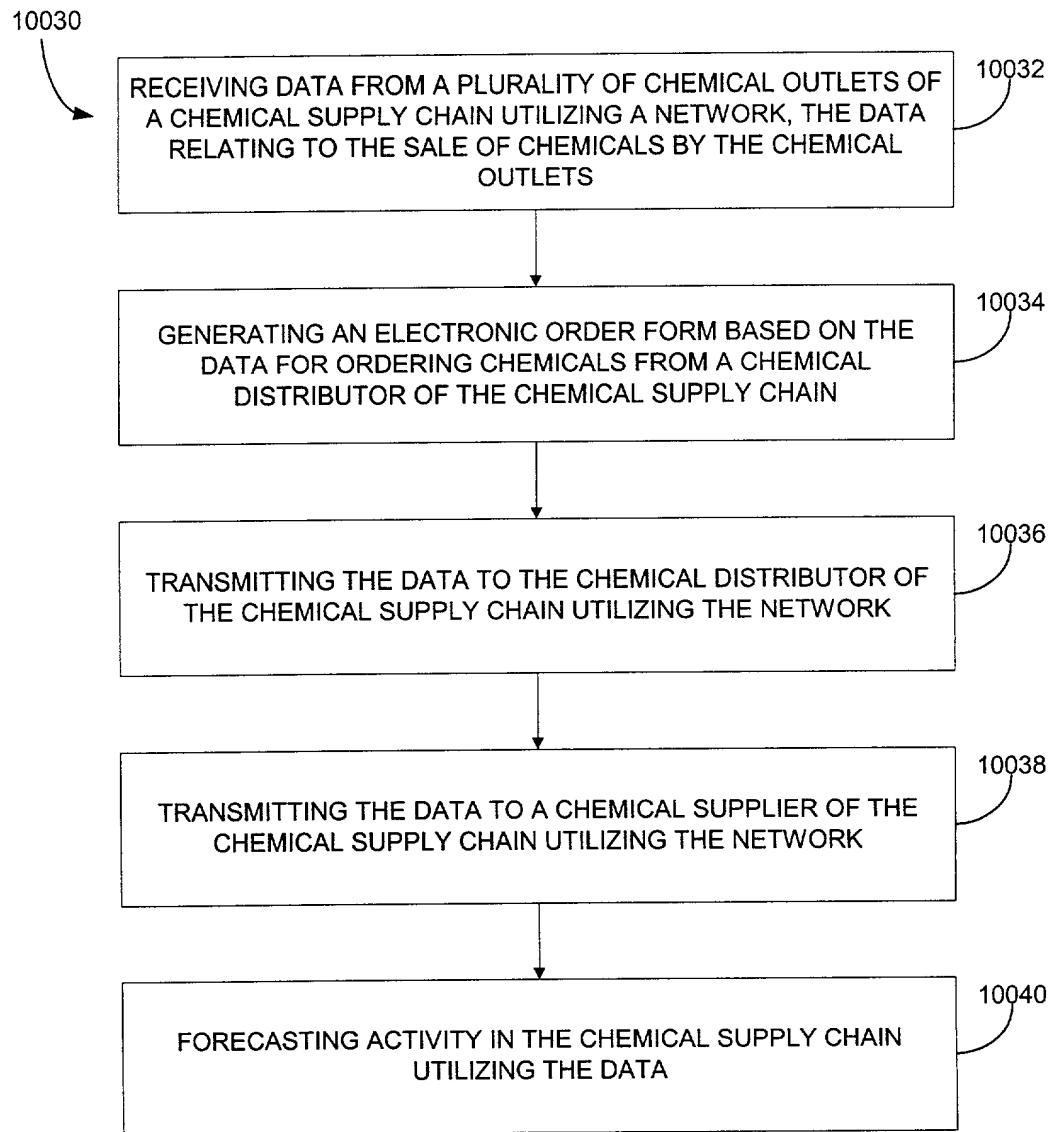


FIG. 100

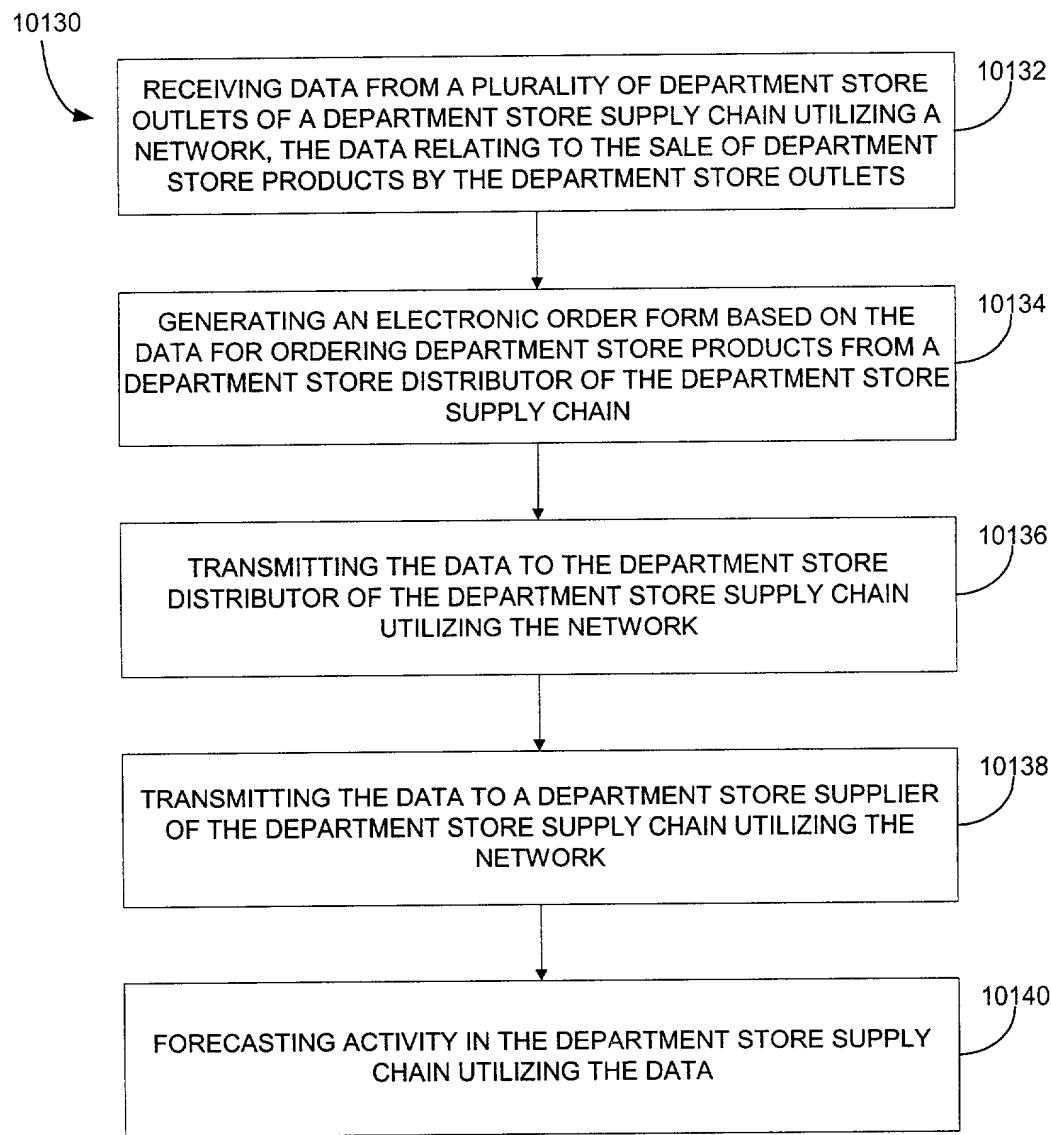


FIG. 101

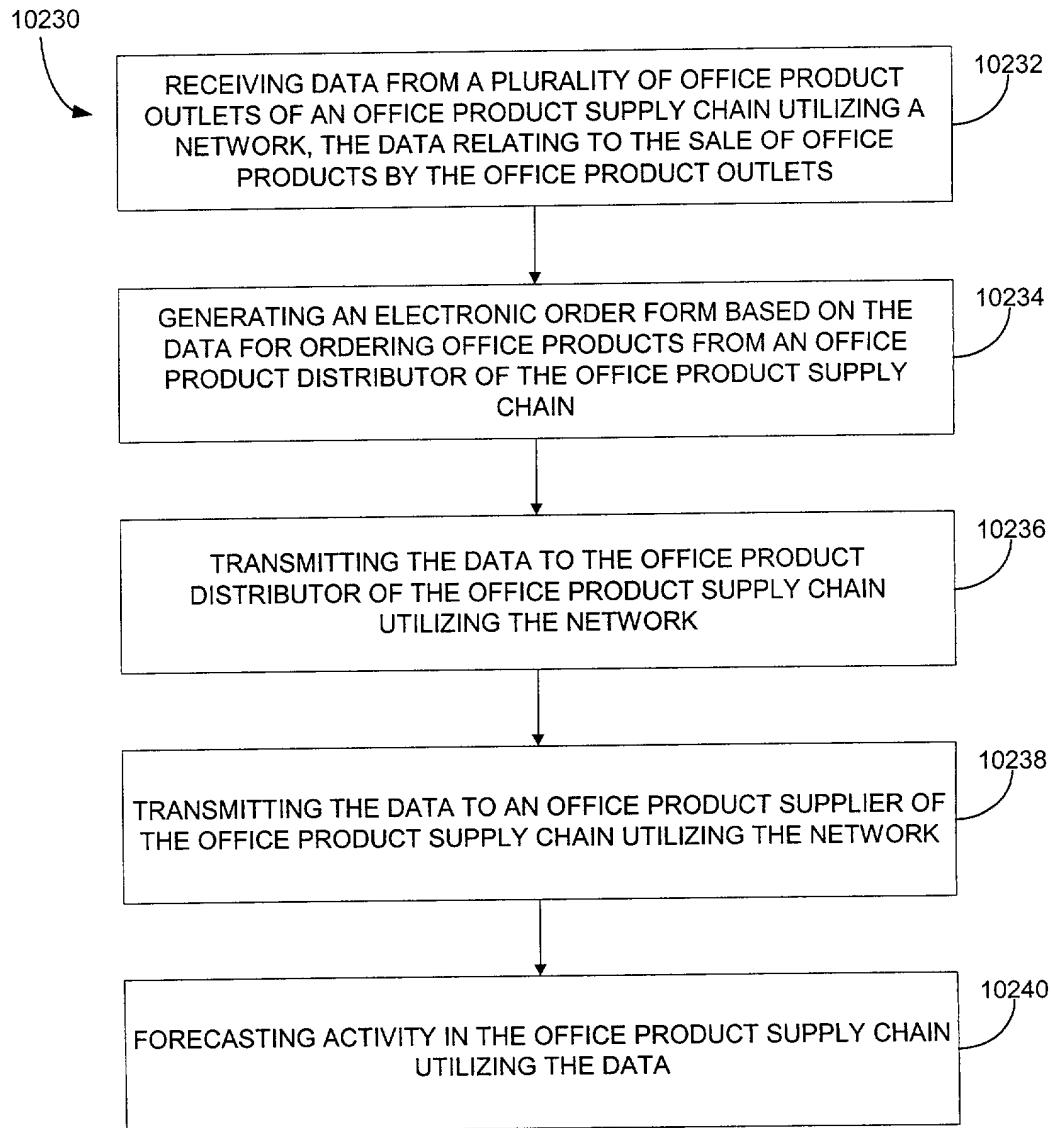


FIG. 102A

10260

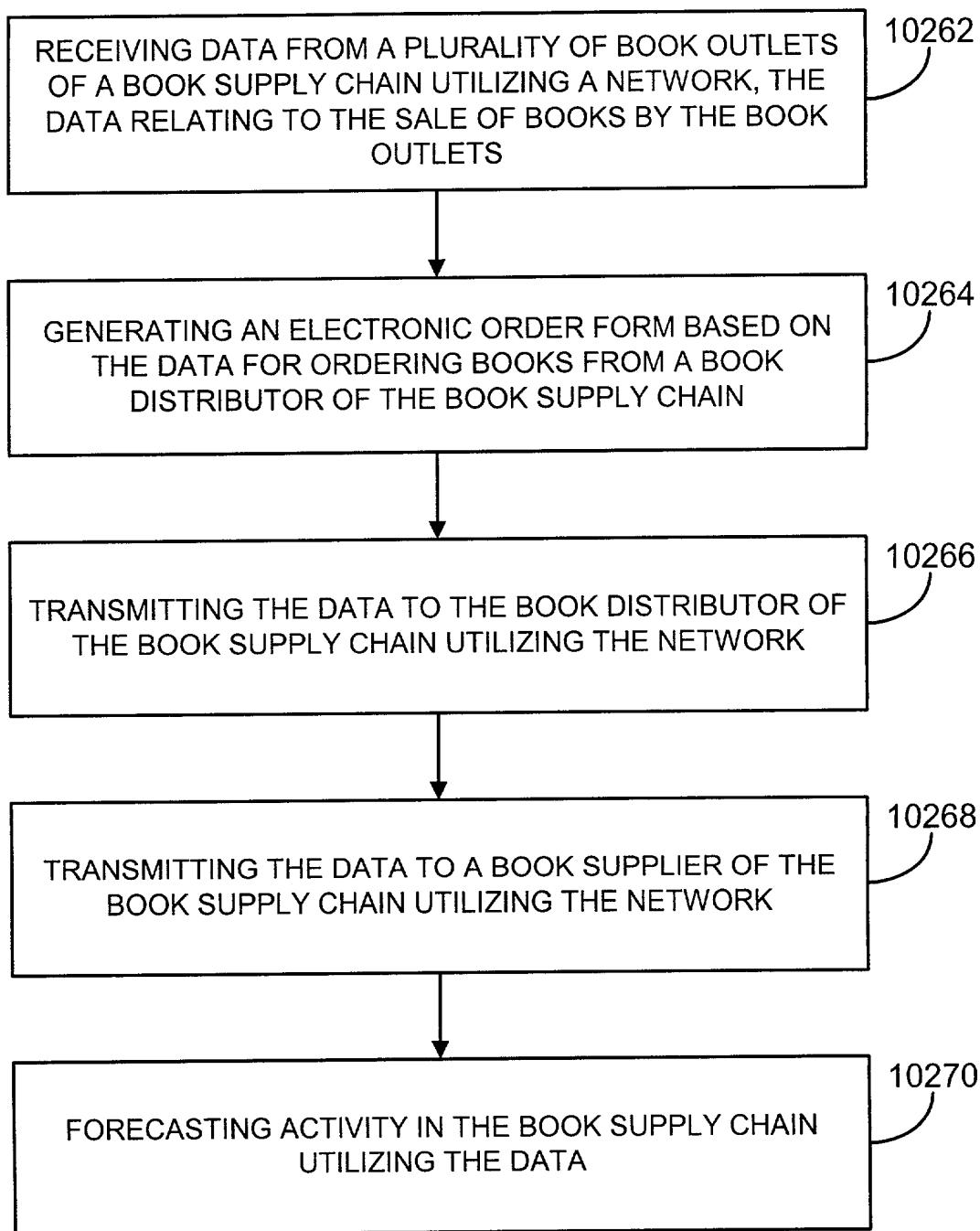


FIG. 102B

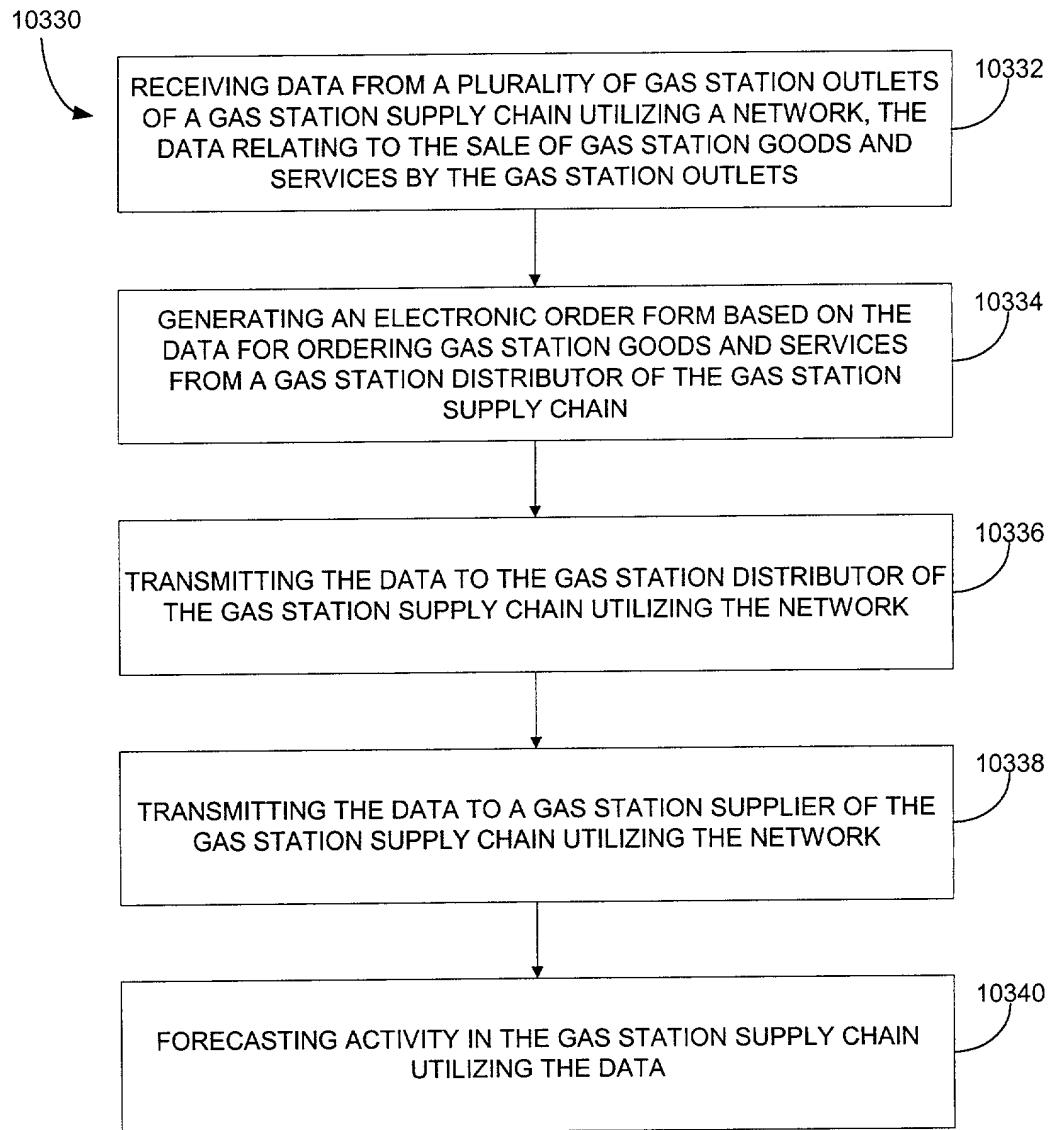


FIG. 103

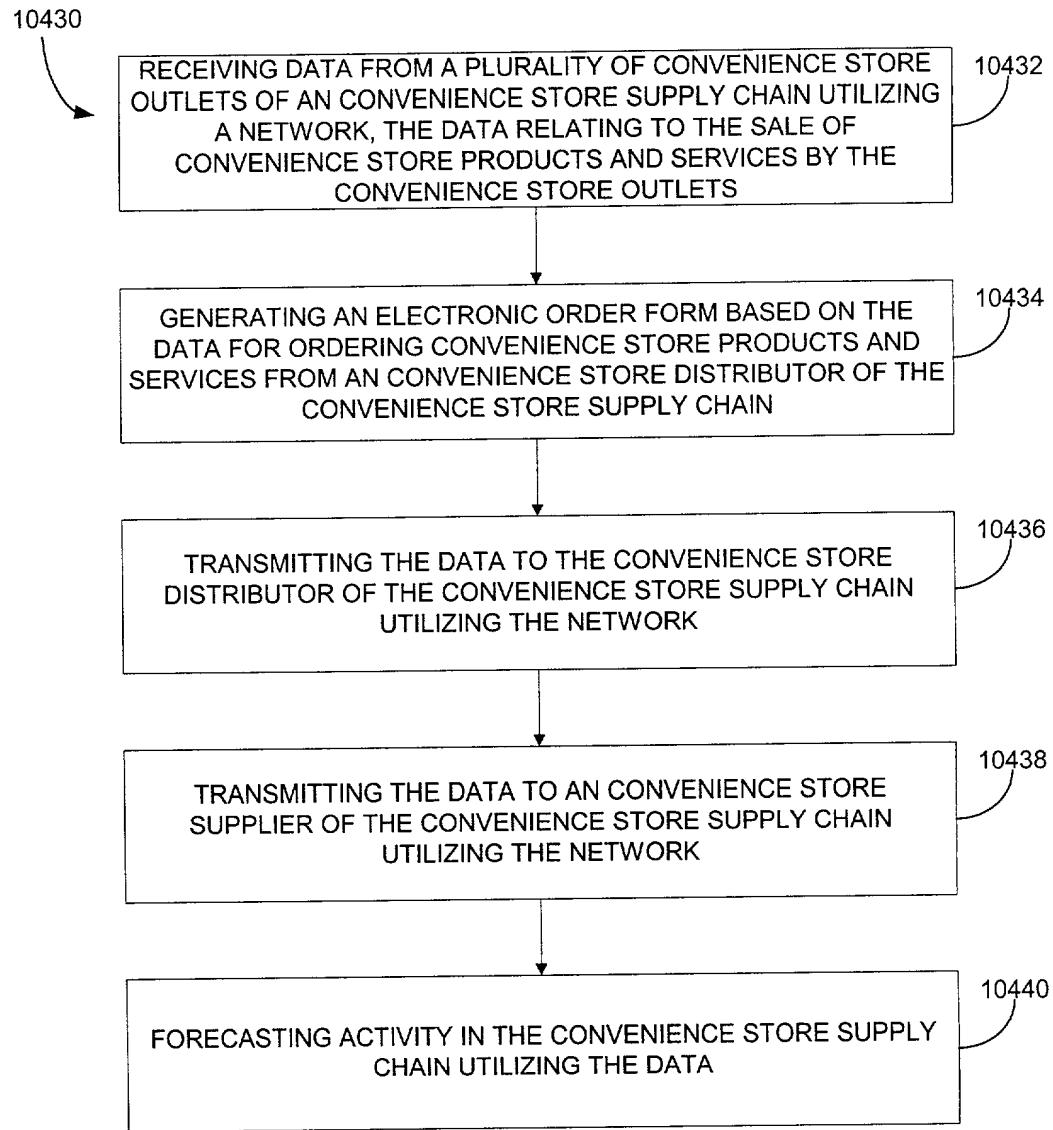


FIG. 104A

10460

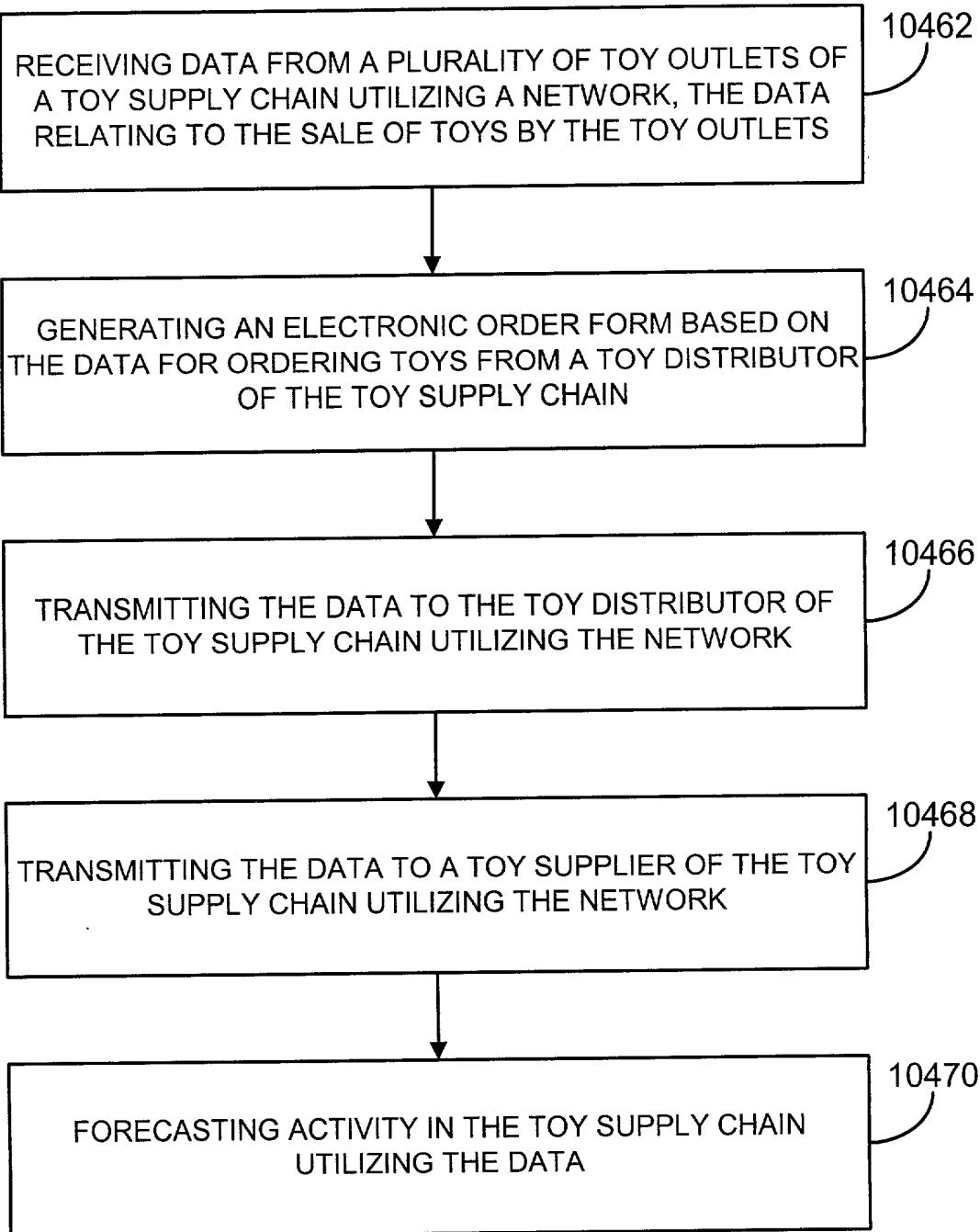


FIG. 104B

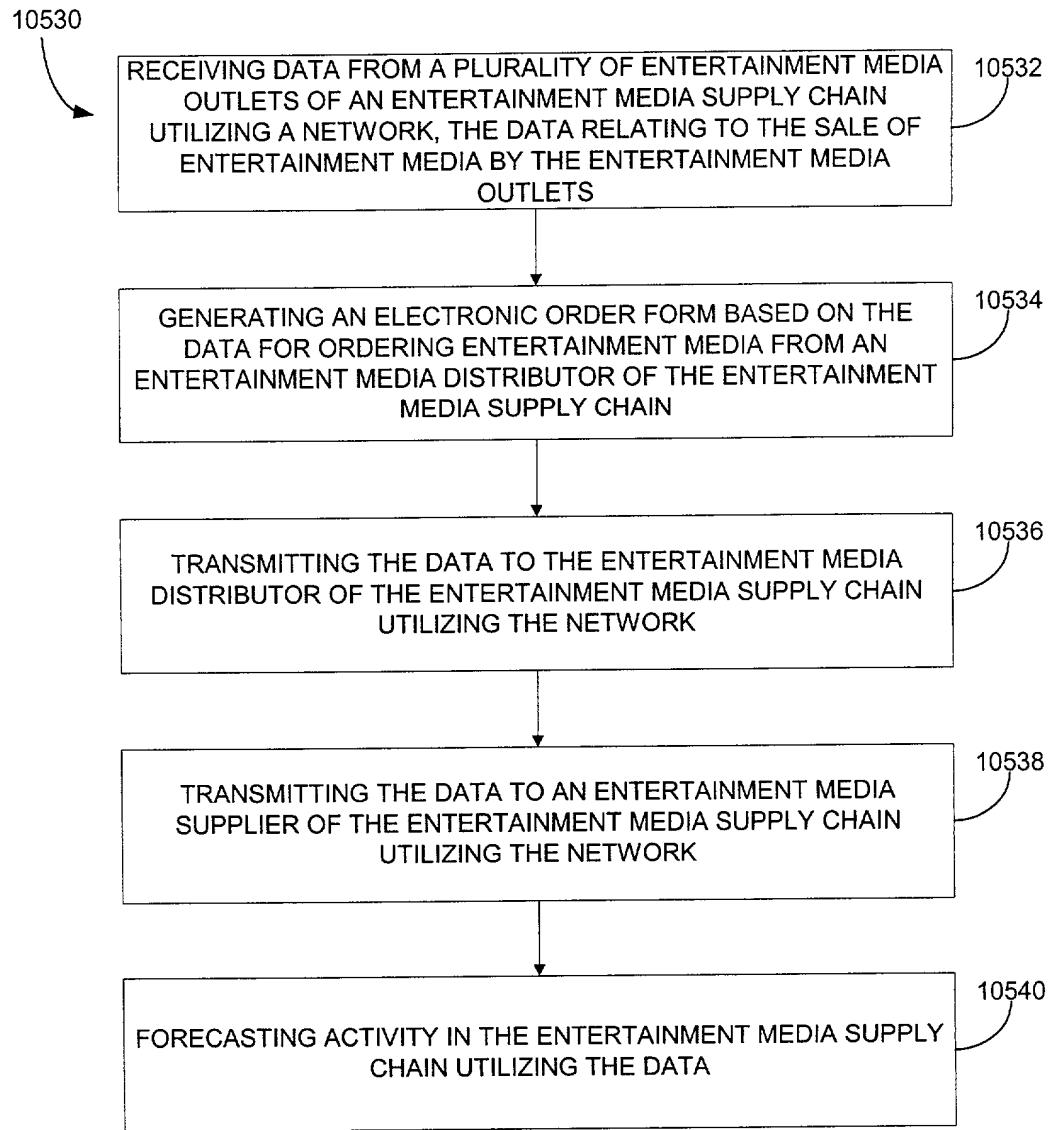


FIG. 105

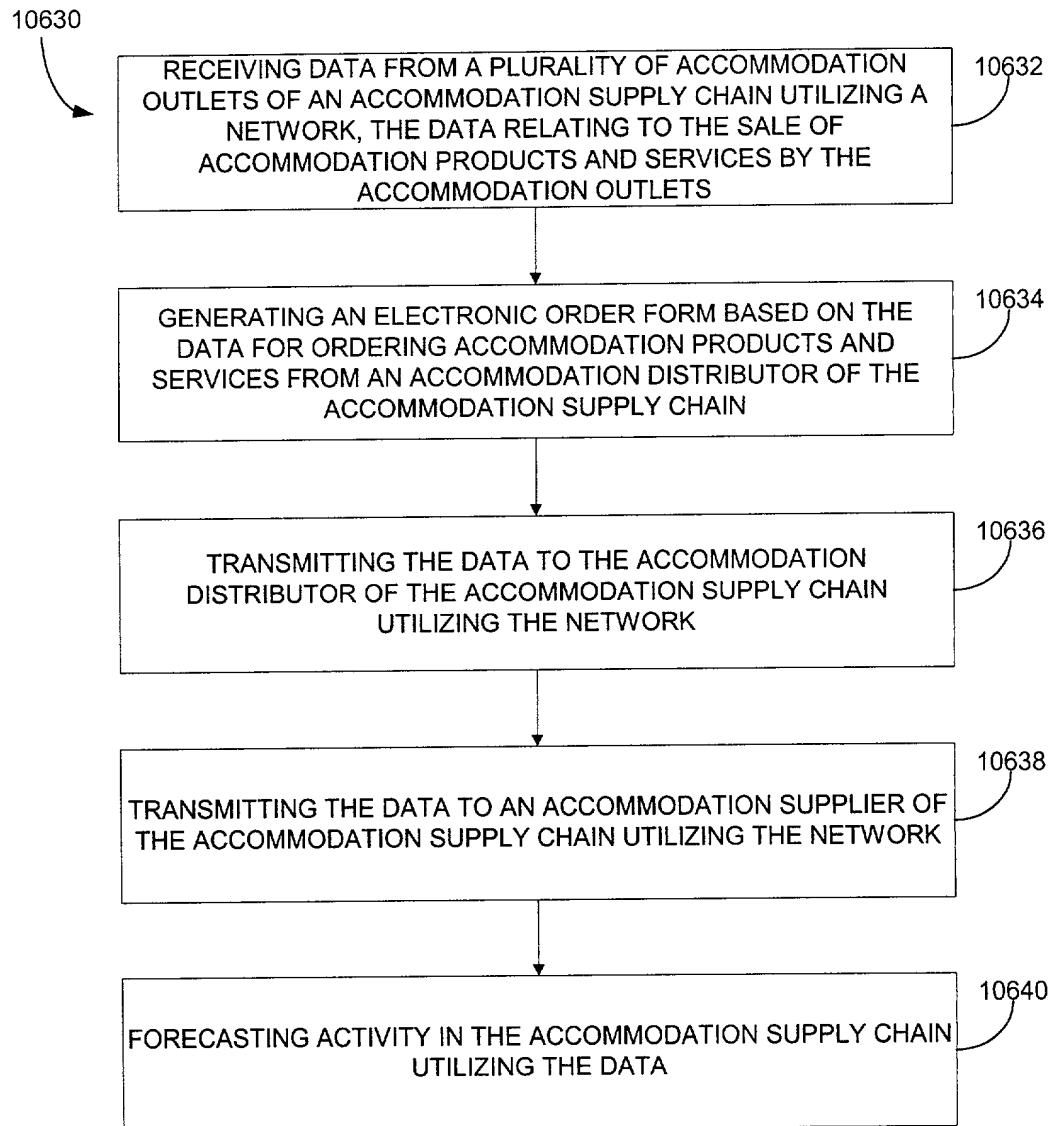


FIG. 106

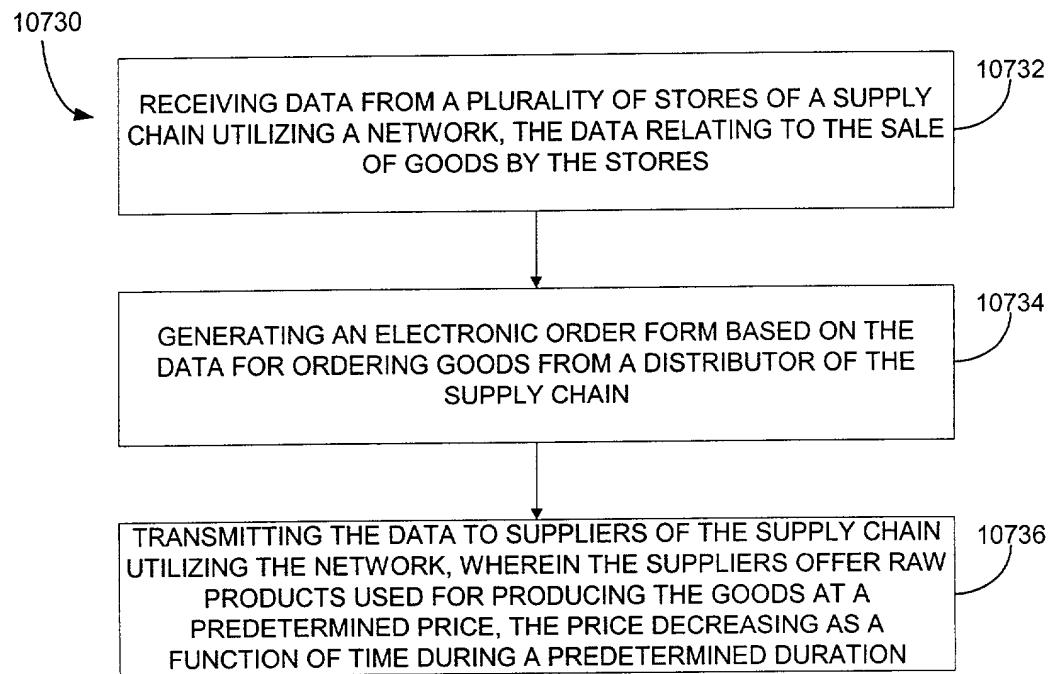


FIG. 107

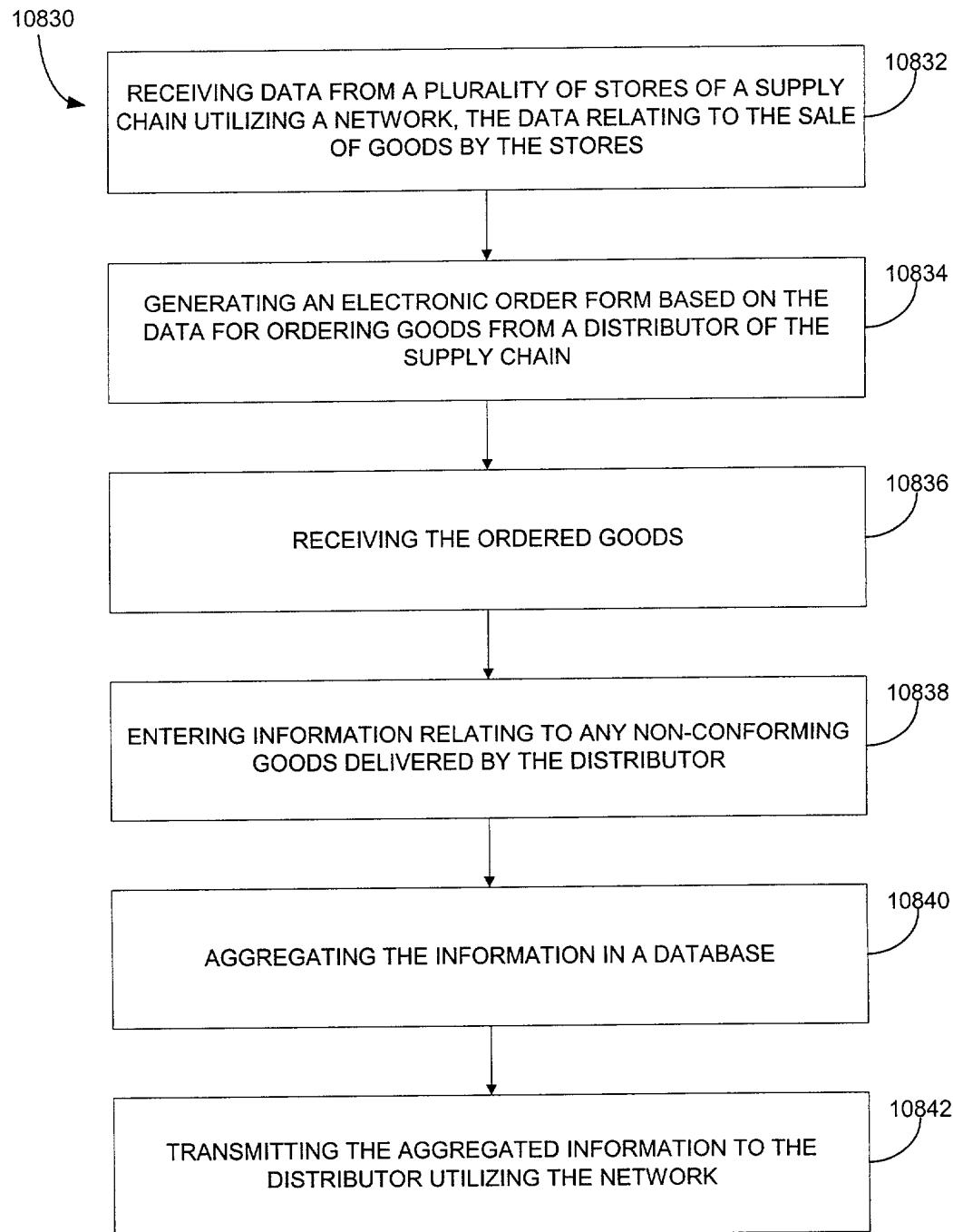


FIG. 108

10900

RECEIVING AN AGREEMENT BETWEEN A PLURALITY OF PARTIES IN A SUPPLY CHAIN

10902

IDENTIFYING A PLURALITY OF TERMS OF THE AGREEMENT

10904

PARSING THE TERMS INTO AT LEAST A PAIR OF GROUPS INCLUDING A FIRST GROUP OF TERMS INCLUDING COMMERCIAL TERMS AND A SECOND GROUP OF TERMS INCLUDING BRAND IDENTITY TERMS, EACH OF THE TERMS OUTLINING A RESPONSIBILITY

10906

ALLOCATING THE RESPONSIBILITIES AMONG THE PARTIES BASED ON THE PARSING

10908

FIG. 109

11000

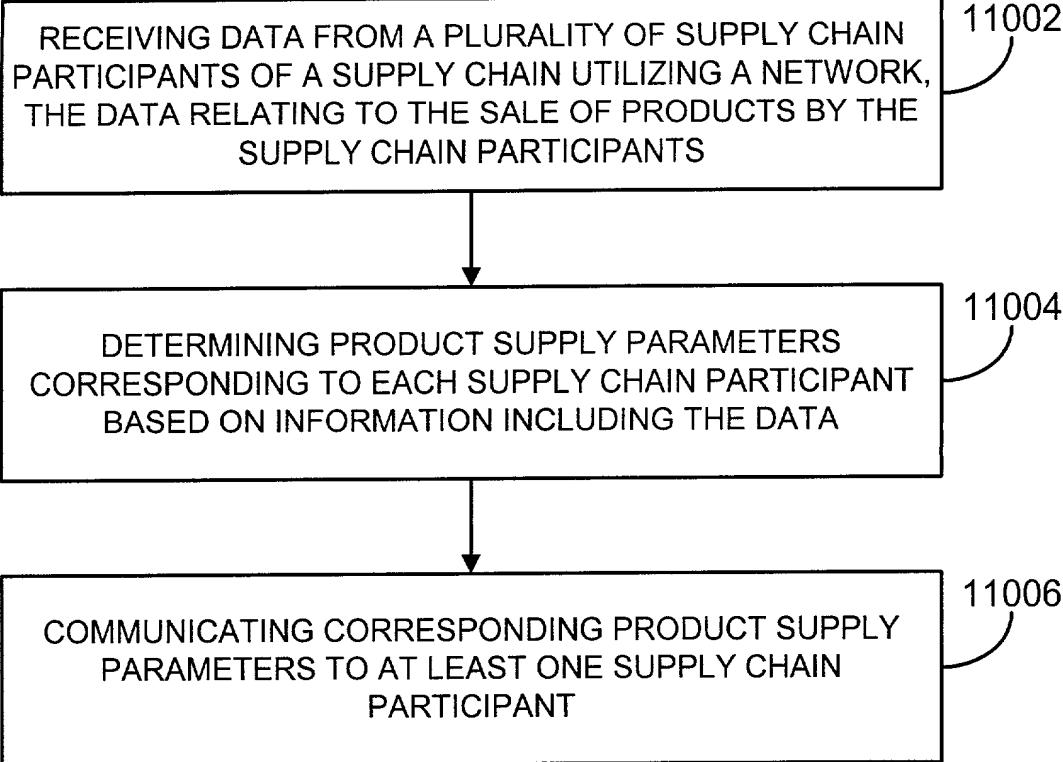


FIG. 110

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

FIG. 111

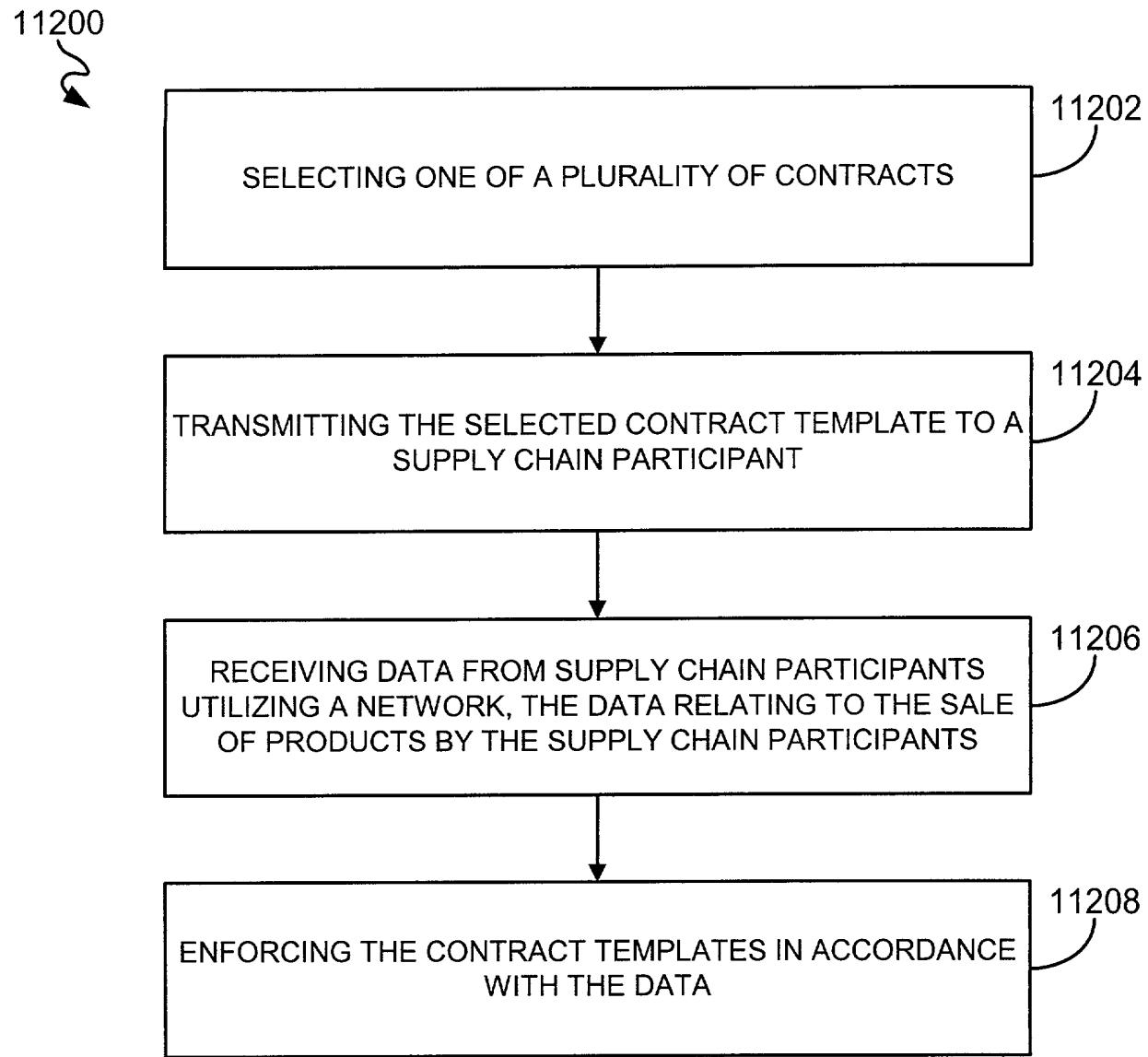


FIG. 112

11300

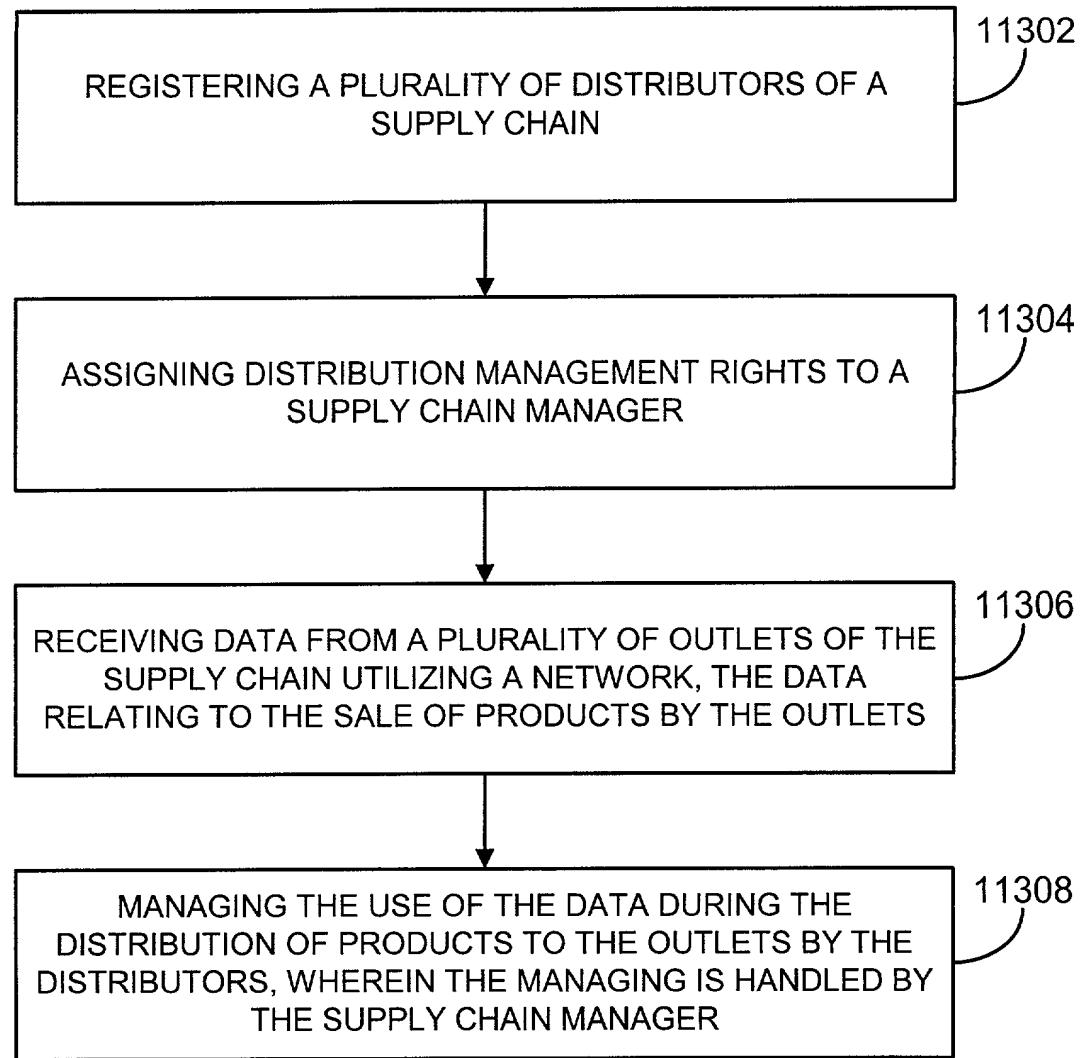


FIG. 113

11400

REGISTERING A PLURALITY OF DISTRIBUTORS OF A SUPPLY CHAIN

11402

ORGANIZING AND ASSIGNING, THROUGH A SUPPLY CHAIN MANAGER, A LOCAL DISTRIBUTION COMMITTEE FOR EACH DISTRIBUTOR

11404

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF THE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

11406

TRANSMITTING THE DATA TO EACH OF THE DISTRIBUTORS VIA THE CORRESPONDING LOCAL DISTRIBUTION COMMITTEE UTILIZING THE NETWORK

11408

FIG. 114

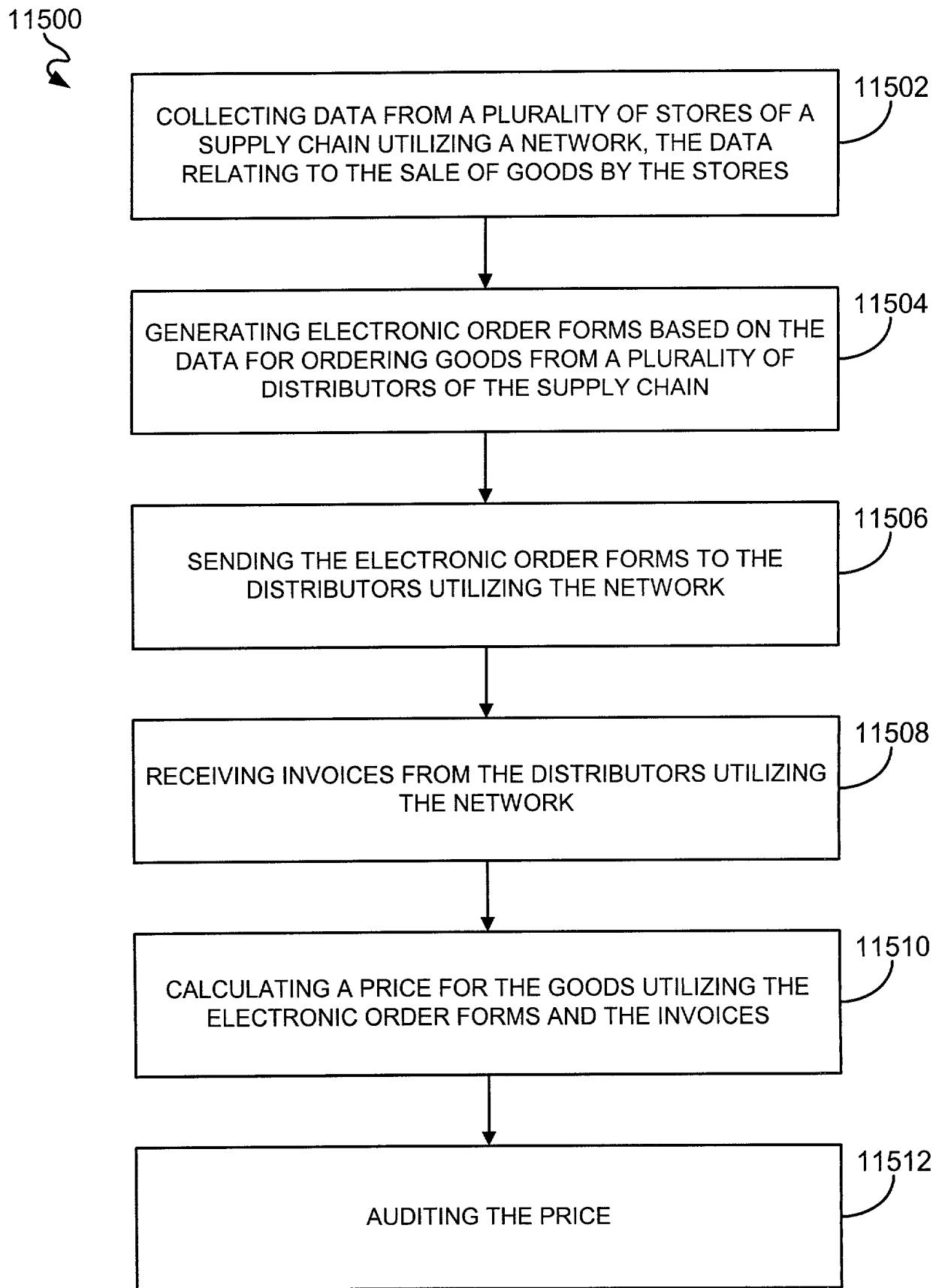


FIG. 115

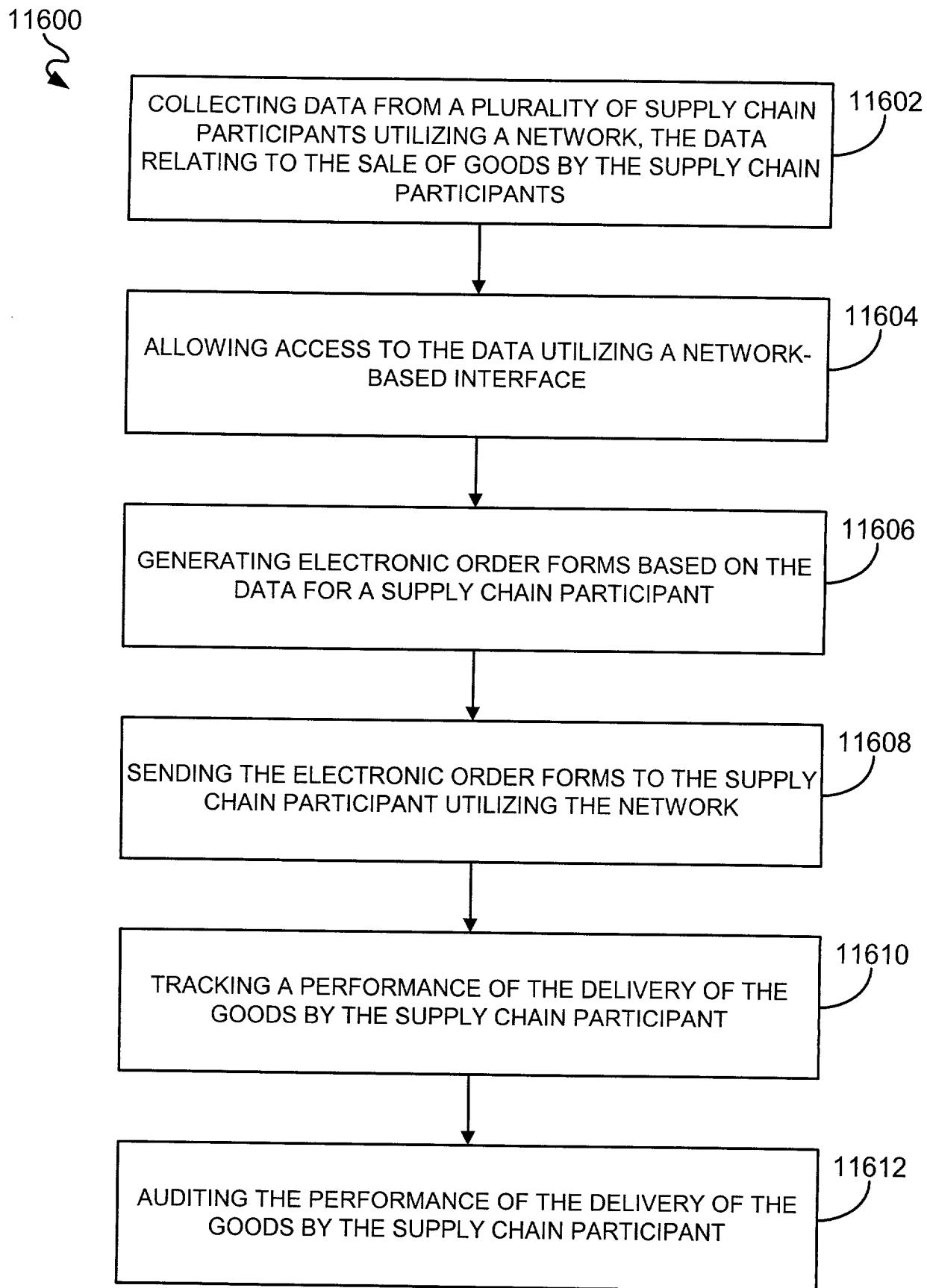


FIG. 116

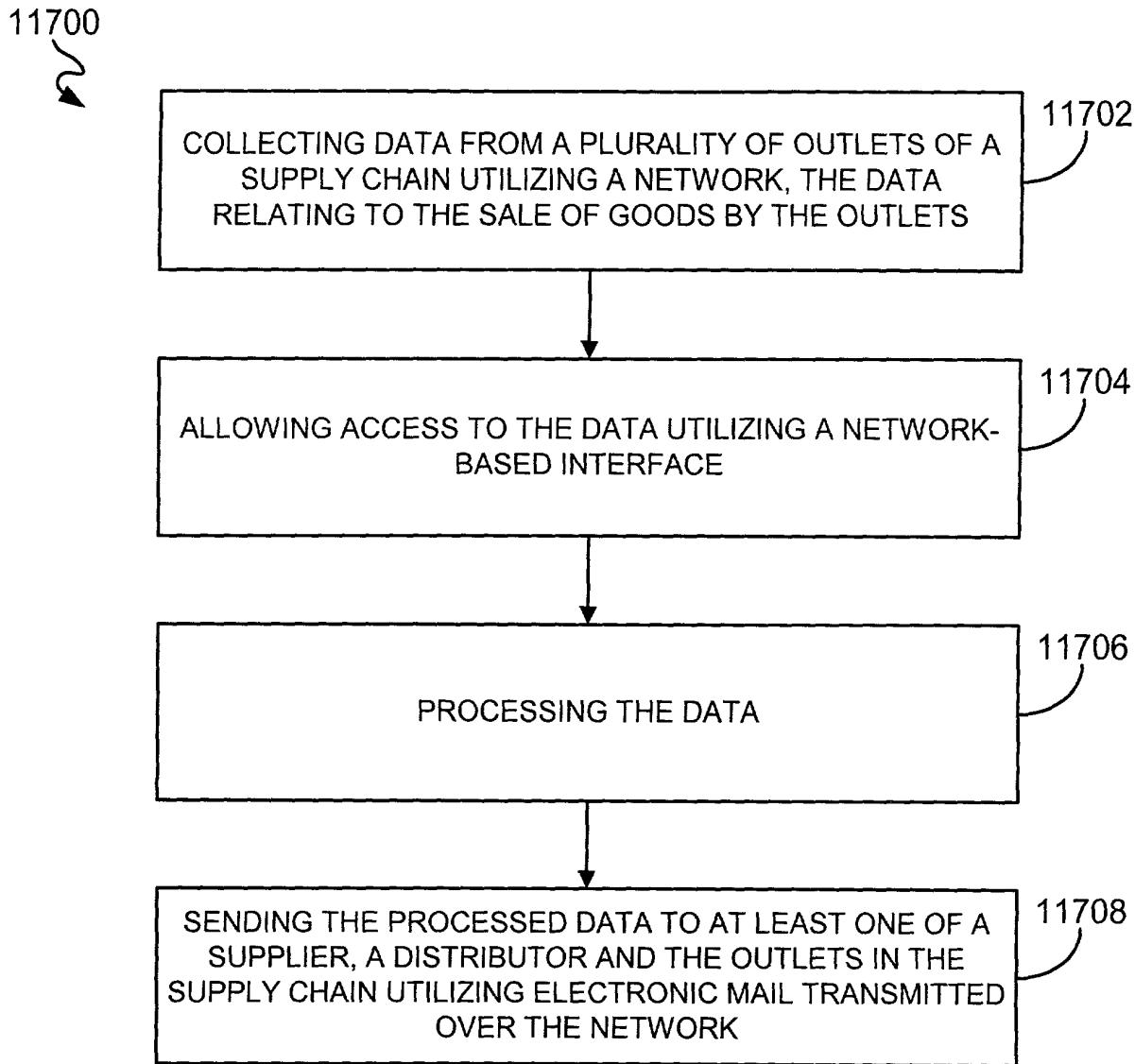


FIG. 117

11800

NEGOTIATING AN AGREEMENT WITH A SUPPLIER OF A SUPPLY CHAIN THAT SETS A FIRST PRICE FOR A PREDETERMINED PRODUCT

11802

ORDERING THE PREDETERMINED PRODUCT FROM THE SUPPLIER BY A PURCHASING SUPPLY CHAIN PARTICIPANT

11804

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN PARTICIPANTS

11806

RECEIVING AN INVOICE FROM THE SUPPLIER BY THE PURCHASING SUPPLY CHAIN PARTICIPANT, WHEREIN THE INVOICE REFLECTS A SECOND PRICE FOR THE PREDETERMINED PRODUCT WHICH IS DIFFERENT FROM THE FIRST PRICE

11808

FIG. 118

11900

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

11902

DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

11904

TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF LOSS TO ACCEPTABLE ORDERING STANDARDS

11906

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA AND THE ACCEPTABLE ORDERING STANDARDS FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

11908

FIG. 119

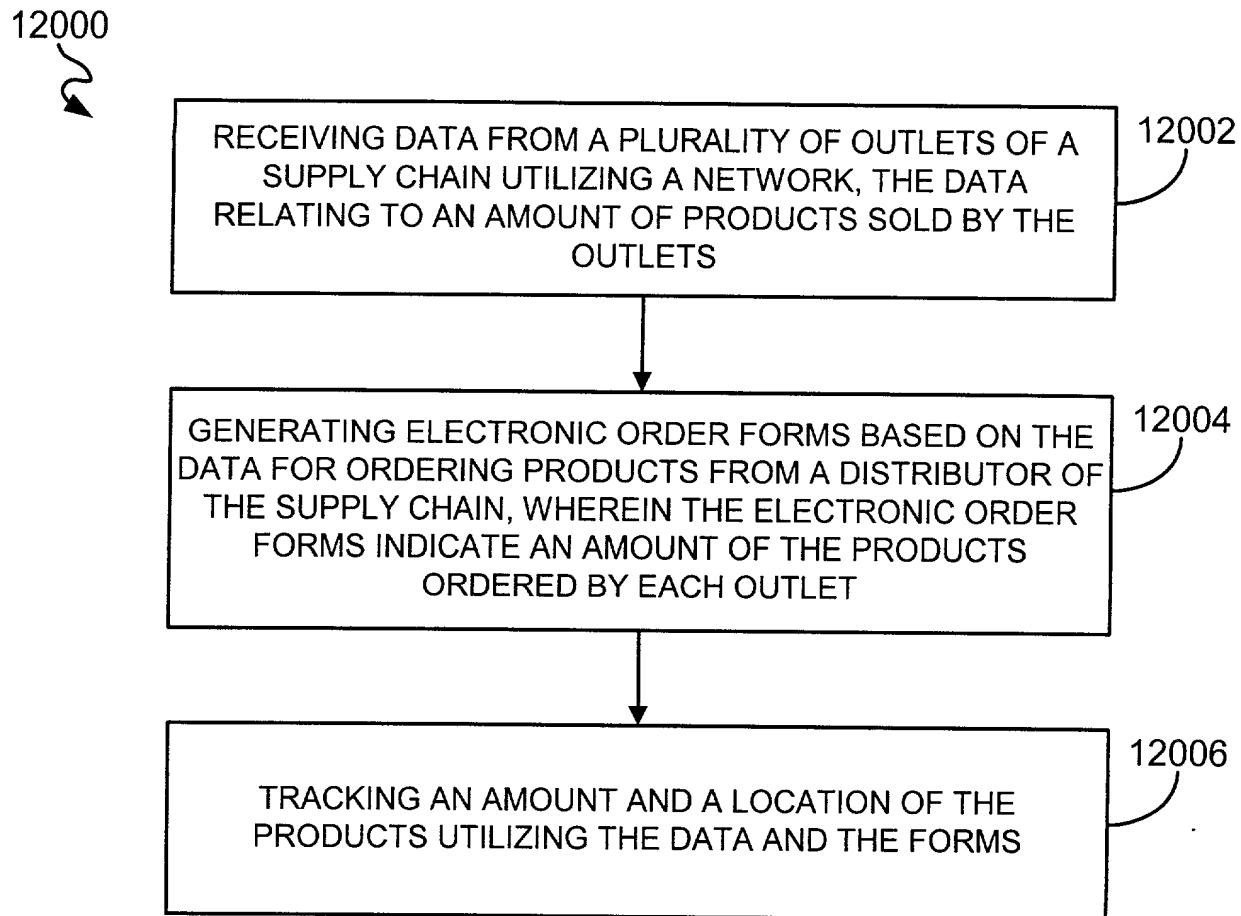


FIG. 120

12100

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE
OUTLETS

12102

MAKING THE DATA ACCESSIBLE TO THE OUTLETS,
DISTRIBUTORS, AND SUPPLIERS UTILIZING A NETWORK
BASED INTERFACE

12104

AUCTIONING SURPLUS PRODUCTS FROM AT LEAST ONE OF
THE OUTLETS UTILIZING THE NETWORK-BASED INTERFACE

12106

FIG. 121

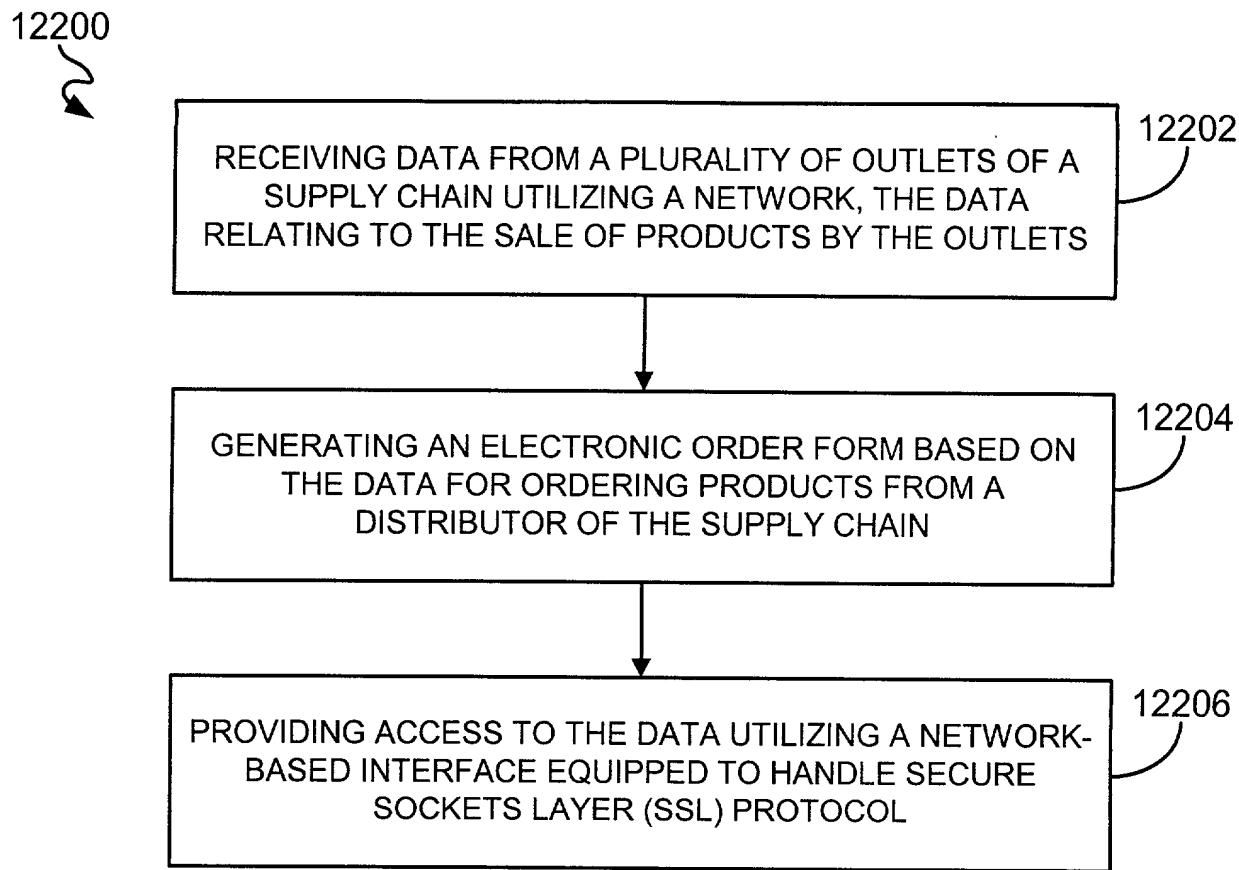


FIG. 122

12300

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12302

GENERATING AN ELECTRONIC ORDER FORM BASED ON
THE DATA FOR ORDERING PRODUCTS FROM A
DISTRIBUTOR OF THE SUPPLY CHAIN

12304

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-
BASED INTERFACE

12306

FIG. 123

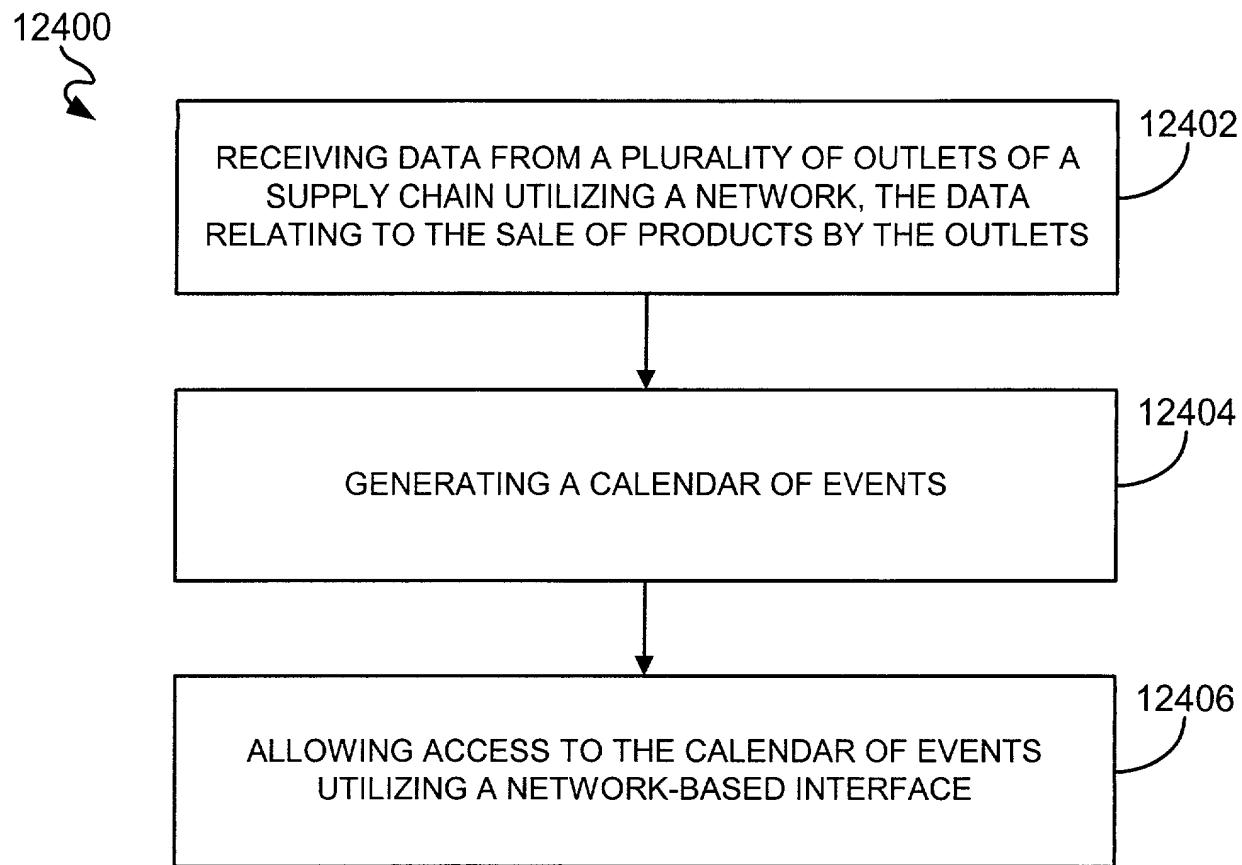


FIG. 124

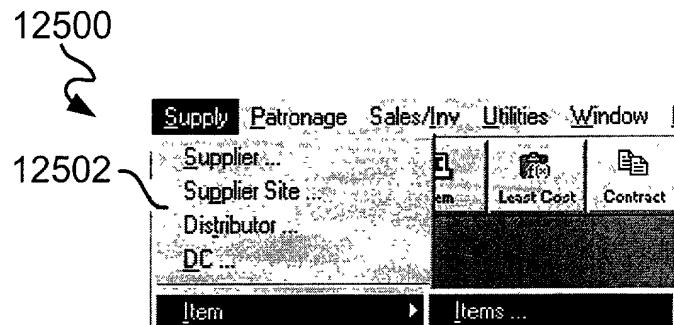


FIG. 125

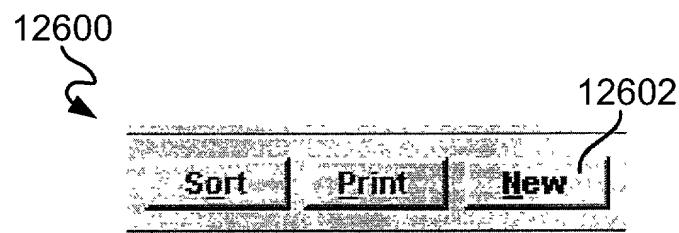


FIG. 126

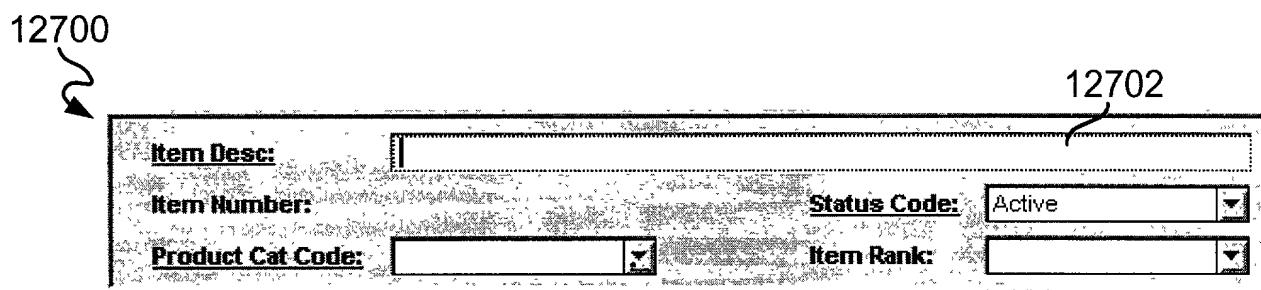


FIG. 127

12800

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

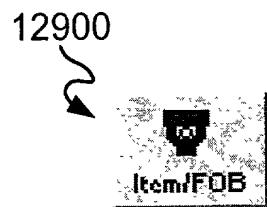


FIG. 129

13000

Supplier Item Desc:	Item No:
Current:	Tie Qty:
Items per Case:	High Qty:
Innerpack Contents:	Cases Per Pallet:
Item Size:	Stacking Allowed:
Case Length:	Universal Product Code:
Case Width:	Cases Per Truckload:
Case Depth:	Net Weight:
Case Dimension U/M: INCHES	Gross Weight:
Item Cube:	Weight U/M:
Item Shelf Life:	POUND(S)

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information Site Id: 17355 Site Role: *FOB Shipping Point*

Site Name: TYSON FOODS - NEW HOLLAND, PA

13102

FIG. 131

13200

Site Information Site Id: 16 **FOB Shipping Point**

Name: AMERISERVE-FARMINGDALE, NY

Status: Active

Railroad Name:

Rail Sidings:

FIG. 132

13300

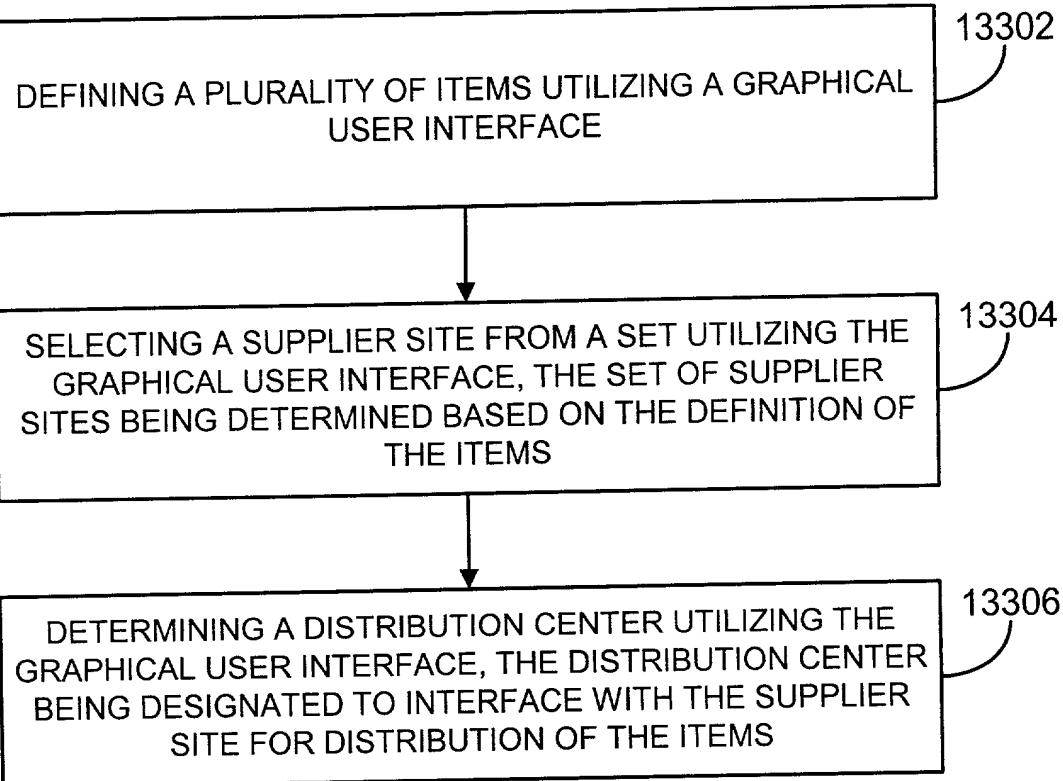


FIG. 133

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules: Yes No Apply By: Cell

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE,	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137



FIG. 138

13900

Min Ord	UM	Slip	Deliv.
1	TRUCKLOAD(S) Pallet		
1	TRUCKLOAD(S) Pallet		

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

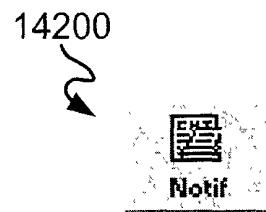


FIG. 142

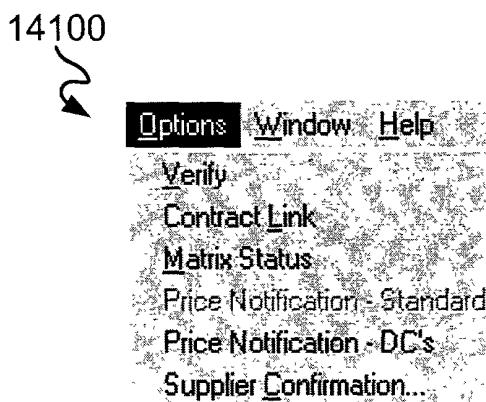


FIG. 141

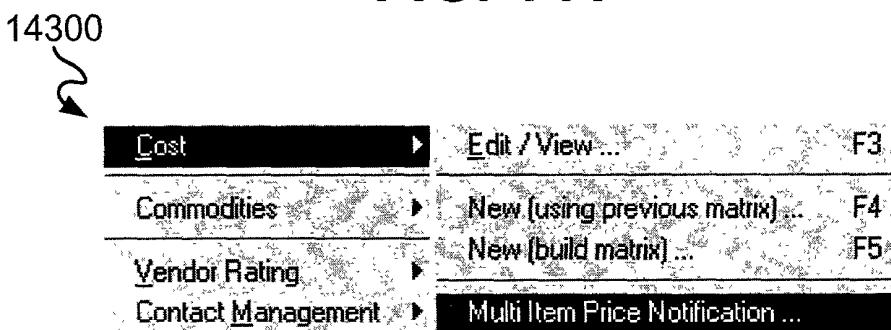


FIG. 143

14400

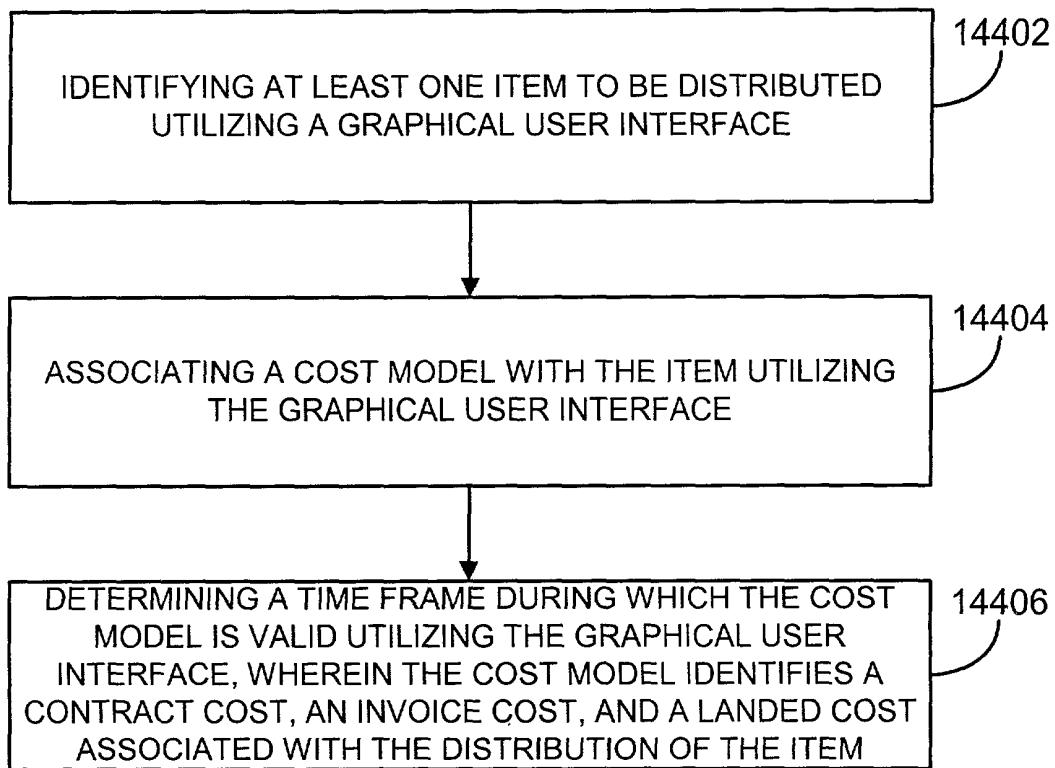


FIG. 144

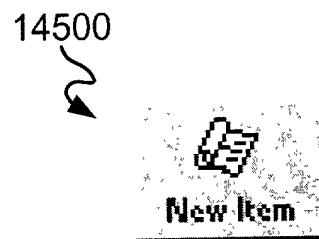


FIG. 145

14600

Contract ID:	673 - TYSON FOODS
Initial Buyer Name:	Jamie Hersh
Current Buyer Name:	Chris Stanton

FIG. 146

14700

Contract Start Date:	05/15/98
Contract End Date:	12/31/02
Execution Date:	5/15/98
Effective:	Shipment Date
Payment Terms:	Net 10

FIG. 147

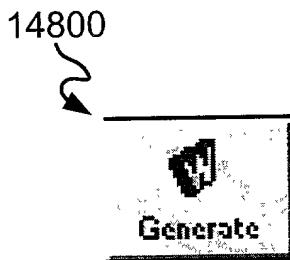


FIG. 148

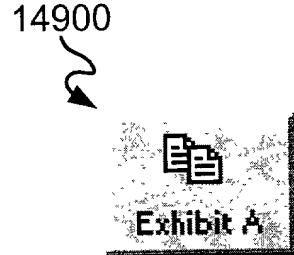


FIG. 149

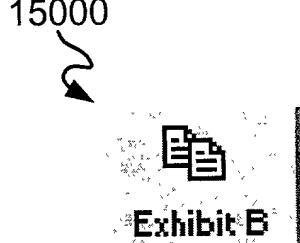


FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200



15300



FIG. 153

FIG. 152.

15400

IDENTIFYING A CONTRACT UTILIZING A GRAPHICAL USER INTERFACE

15402

ASSOCIATING THE CONTRACT WITH AN ITEM TO BE DISTRIBUTED UTILIZING THE GRAPHICAL USER INTERFACE

15404

PREVENTING THE ITEM FROM BEING ASSOCIATED WITH MORE THAN ONE CONTRACT

15406

FIG. 154

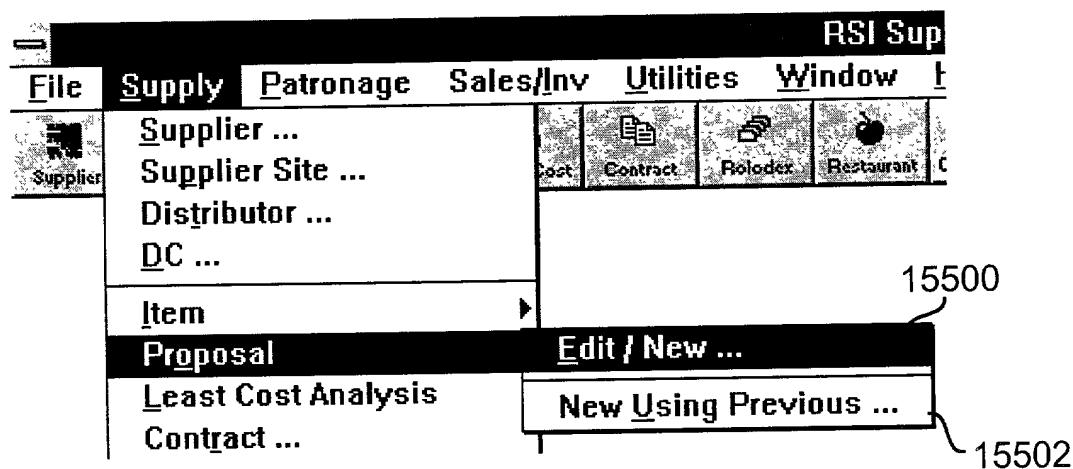


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid

Proposal Information

Proposal ID: 1021

Proposal Name: Foam Hot Cups & Polystyrene Lids

Buyer Name: Dennis Clabby

Proposal Due Date: 06/12/97

Contract Begin Date: 07/01/97

Contract End Date: 06/30/98

Actions

#	Date	Action Description
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup

FIG. 156

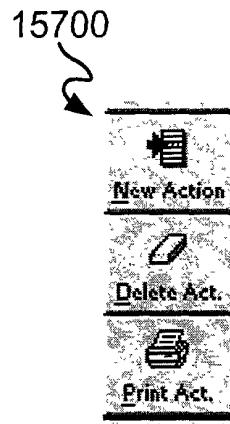


FIG. 157

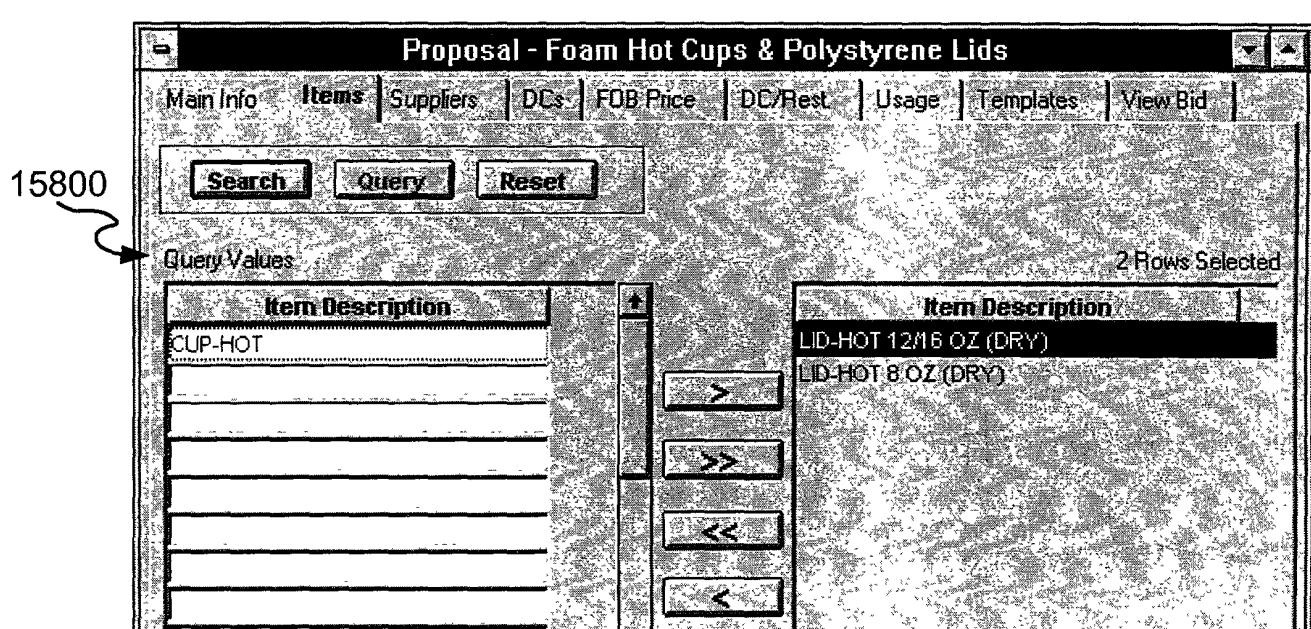


FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search | Query | Reset

6 Rows Found

Item Description	
CUP-HOT 12 OZ (PAPER)	DRY
CUP-HOT 16 OZ (PAPER)	DRY
CUP-HOT 8 OZ (PAPER)	DRY

15902

15904

>

>>

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<<+

5 Rows Selected

Item Description
CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (DRY)
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

15906

15908

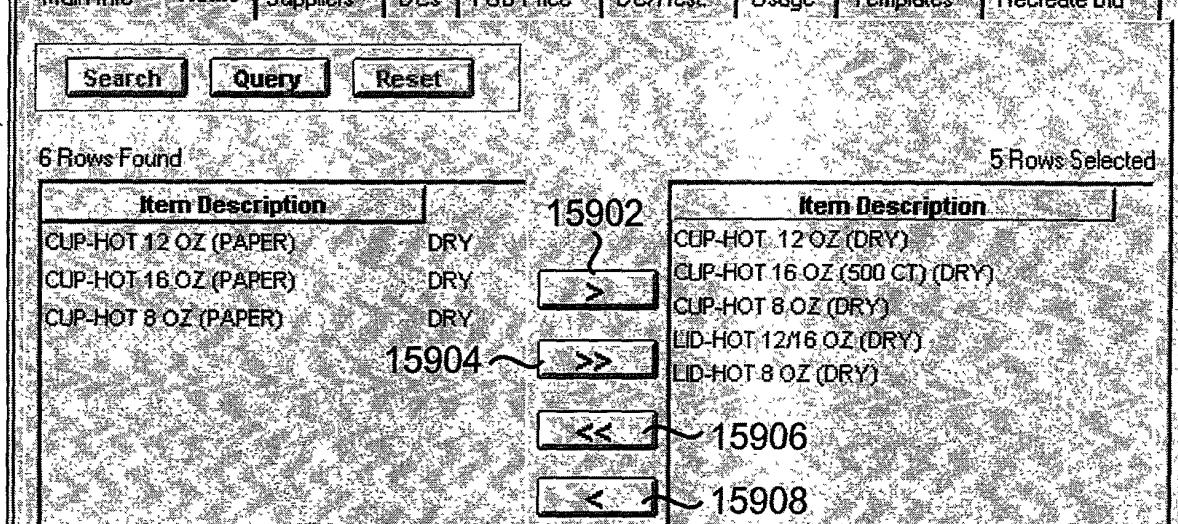


FIG. 159

16000

Main Info | Items | Suppliers | DCs | **FOB Price** | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description

MAYO-BULK

FOB Price Component

Mayonaise Components
(None Selected)
Generic FOB Pricing
Mayonaise Components

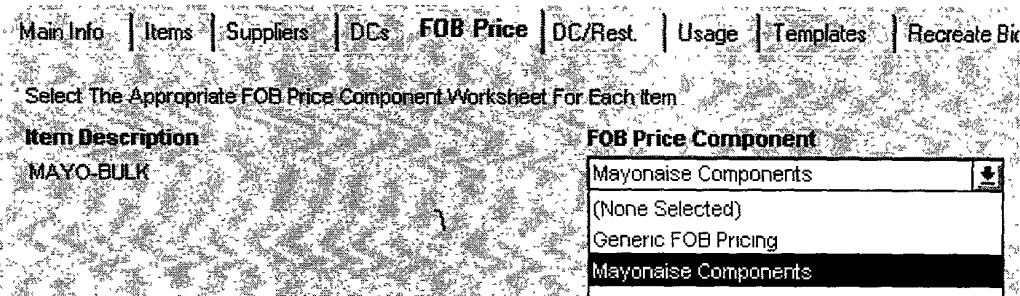


FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period		
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97		
CHICKEN-PATTY	7.00%	37.00	1.09			
CHICKEN-TENDERS	0.00%	25.00	1.06			
Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC Item Growth	Projected Unit Usage
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37

FIG. 161

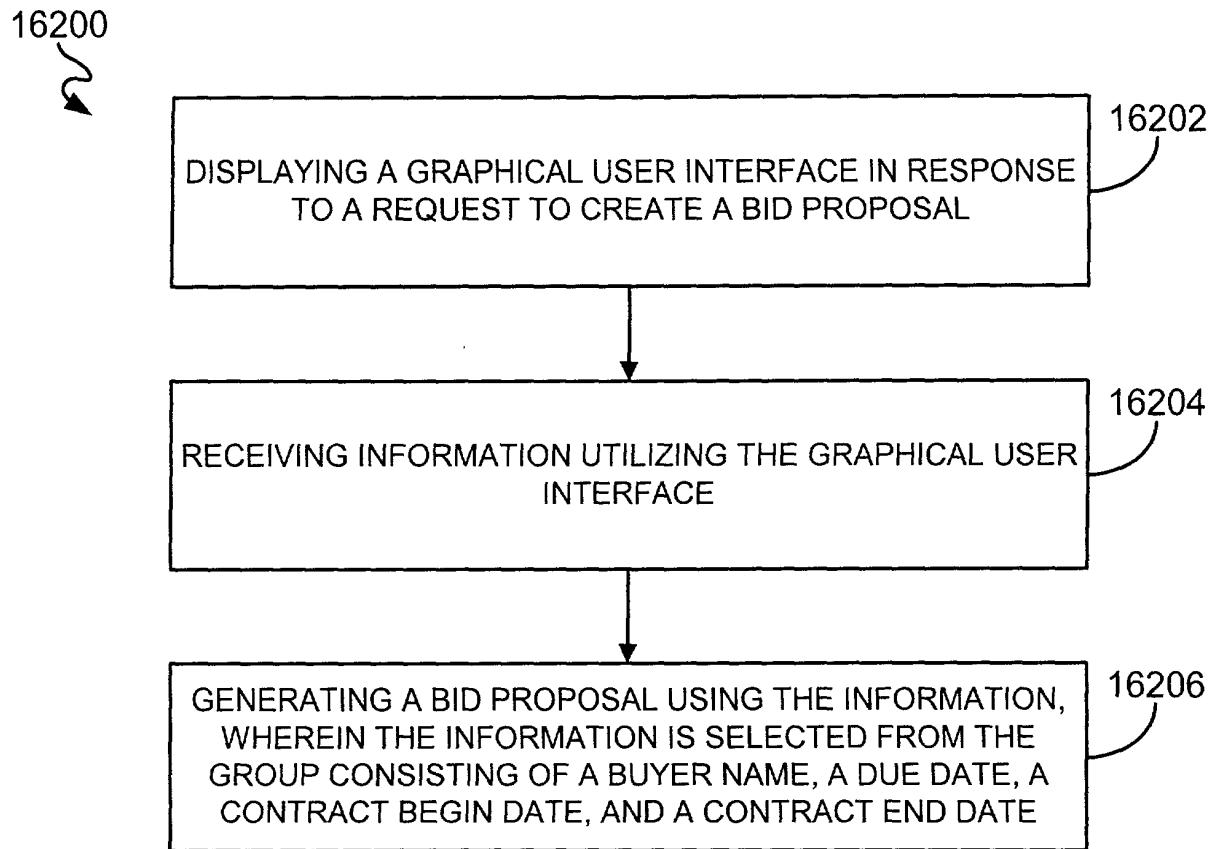


FIG. 162

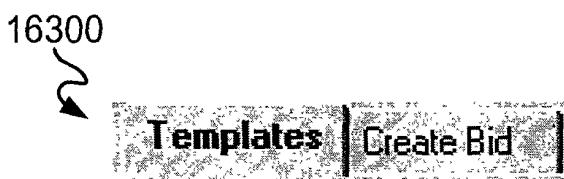


FIG. 163

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
			<i>Y/N</i>
Bid Proposal Cover Letter	?	?	Y
General Terms and Conditions	?	?	N
Usage Estimates	?	?	N
Supplier Facility Worksheets	?	?	N
Item Information Worksheets	?	?	N
Sample Supply Agreement	?	?	N
BK Specification Request	?	?	N
FOB Price Component	?	?	Y
Truckload Freight Worksheet	?	?	N
TL Freight Worksheet	?	?	N

FIG. 164

16500

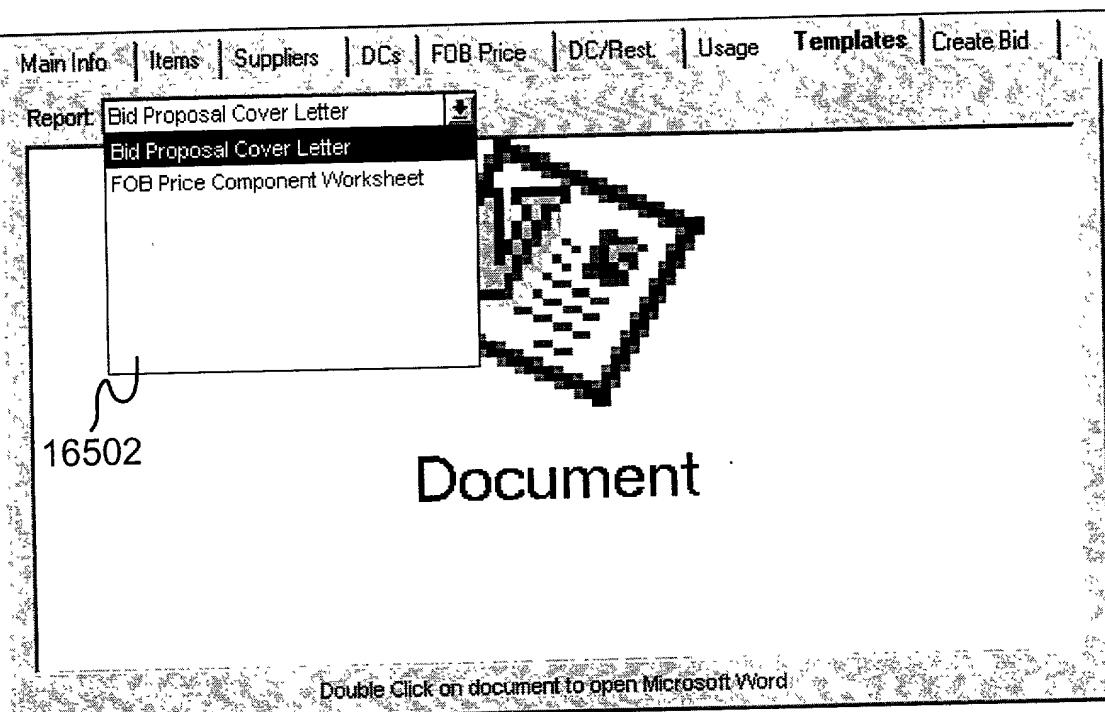


FIG. 165

16600

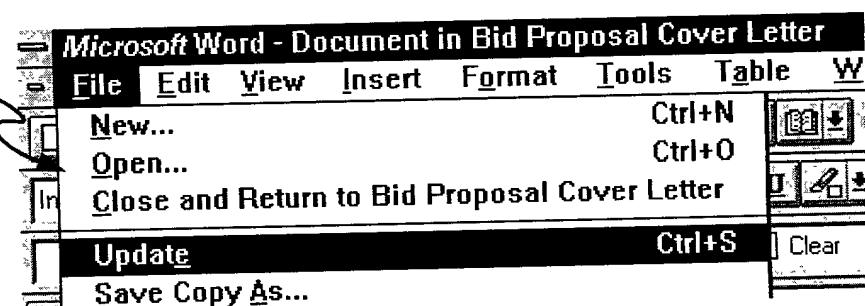


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid |

Bid Proposal Sent

Bid Proposal Will Include Checked Documents

General	Cost
<input checked="" type="checkbox"/> Bid Proposal Cover Letter	<input checked="" type="checkbox"/> FOB Price Component Worksheet
<input checked="" type="checkbox"/> General Terms & Conditions	<input checked="" type="checkbox"/> Truckload Freight Worksheet
<input checked="" type="checkbox"/> Usage Estimates	<input checked="" type="checkbox"/> LTL Freight Worksheet
<input checked="" type="checkbox"/> Supplier Facility Worksheet	Blank Sheets
<input checked="" type="checkbox"/> Item Information Worksheet	<input checked="" type="checkbox"/> Supplier Facility Worksheet
<input checked="" type="checkbox"/> Sample Supply Agreement	<input checked="" type="checkbox"/> Item Information Worksheet
<input checked="" type="checkbox"/> BK Specification Request	<input checked="" type="checkbox"/> FOB Price Component Worksheet
<input checked="" type="checkbox"/> Truckload Freight Worksheet	
<input checked="" type="checkbox"/> LTL Freight Worksheet	

* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

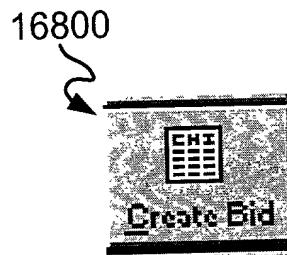


FIG. 168

16900

Report: Item Information Worksheet Supplier: (all)

7/2/97 Bid Proposal Cover Letter

FOB Price Component Worksheet

General Terms & Conditions

Item Information Worksheet

LTL Freight Worksheet

Sample Supply Agreement

Supplier Facility Worksheet

Restaurant Services, Inc.

Item Information Worksheet

ATTY

DS

FIG. 169

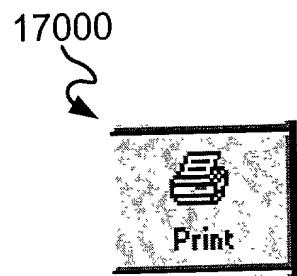


FIG. 170

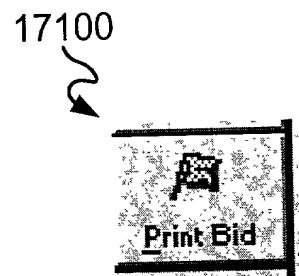


FIG. 171

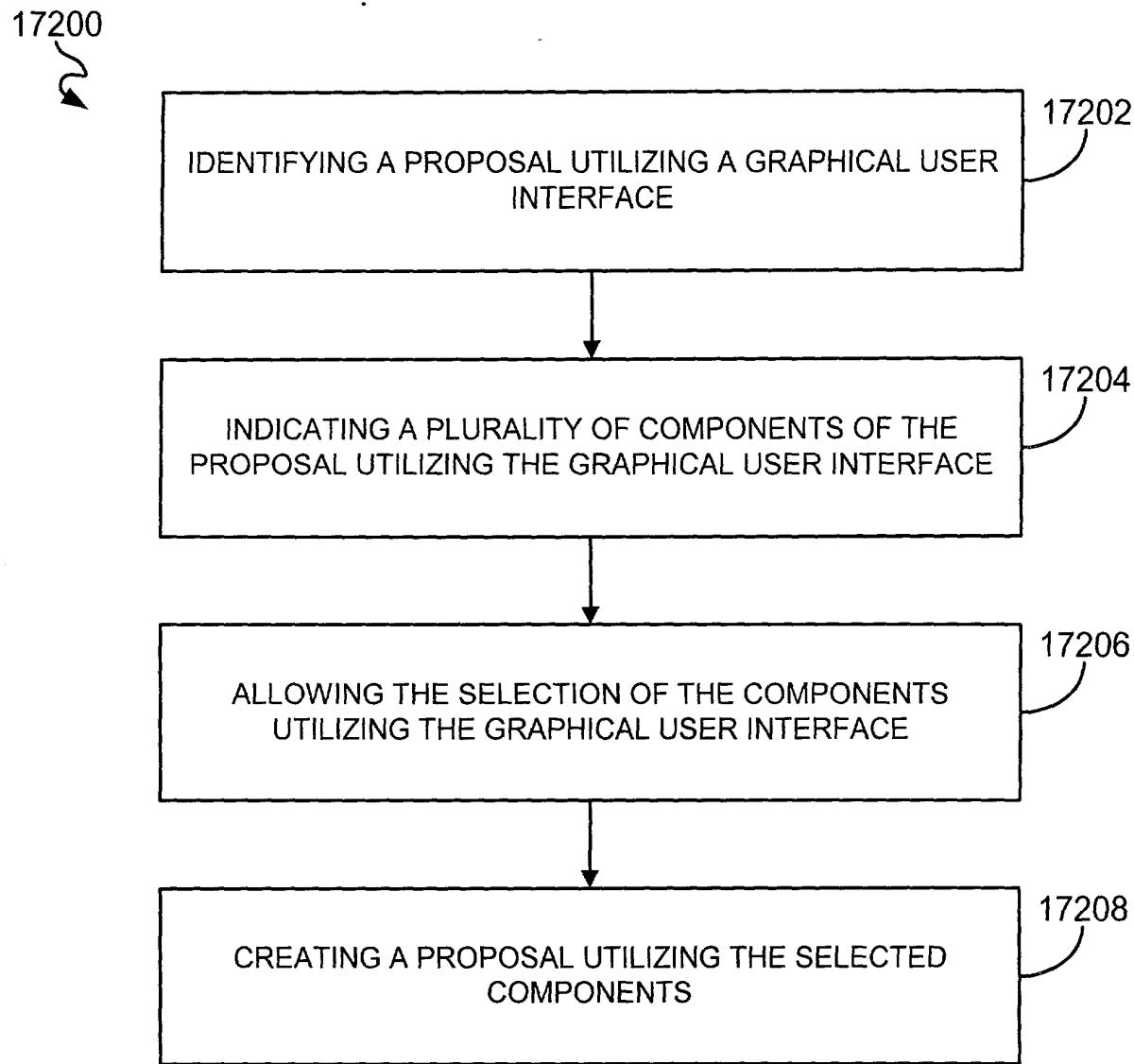


FIG. 172

17300



FIG. 173

17400

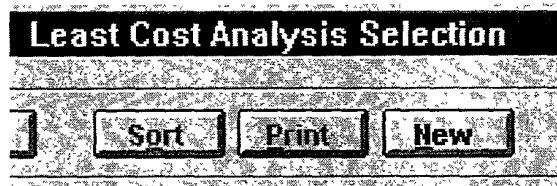


FIG. 174

17500

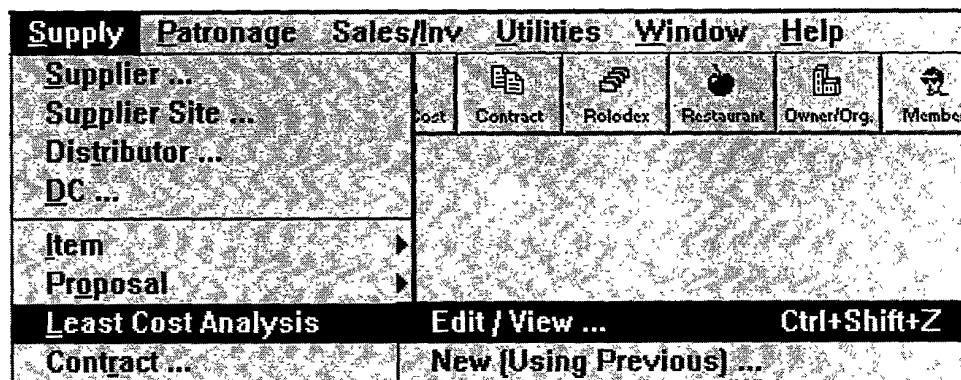


FIG. 175

Bid Proposal Name:	(None)
Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)	
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)	

17600

FIG. 176

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING
A GRAPHICAL USER INTERFACE, EACH OPTION
CORRESPONDING TO A SEPARATE TECHNIQUE OF
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED
ANALYSIS UPON THE SELECTION OF A THIRD OF THE
OPTIONS

17708

FIG. 177

17800

Analysis Name: Hash Brown Actual

Analysis ID: 1036

Buyer: Dennis Clabby

Period of Agreement: 10/1/97 THRU 9/30/98

Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version

What is the max # of FOB points to allocate to each DC? One FOB

What is pricing method for this version? FOB + Freight

What is the RSI Invoice FOB Upcharge (Downcharge)? 0.0000

Override RDC Truckload Validation? No

Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

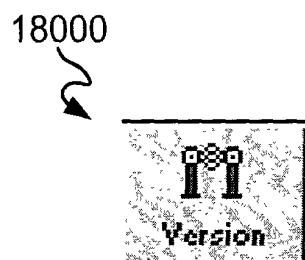


FIG. 180

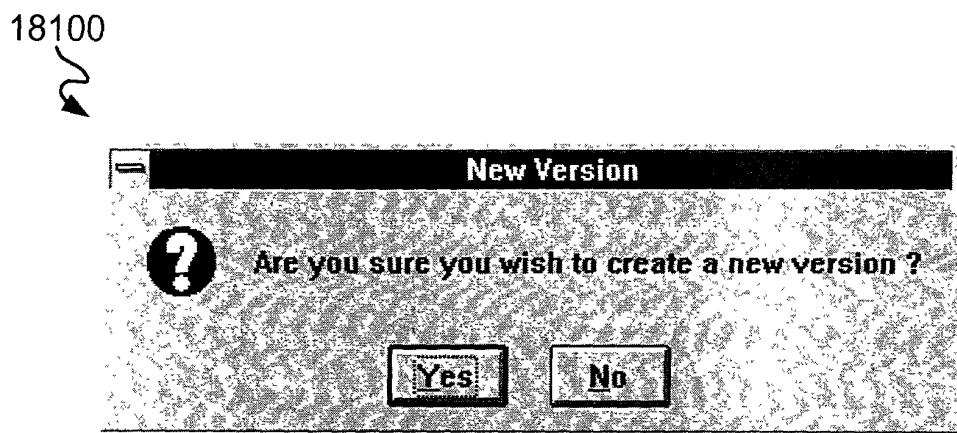


FIG. 181

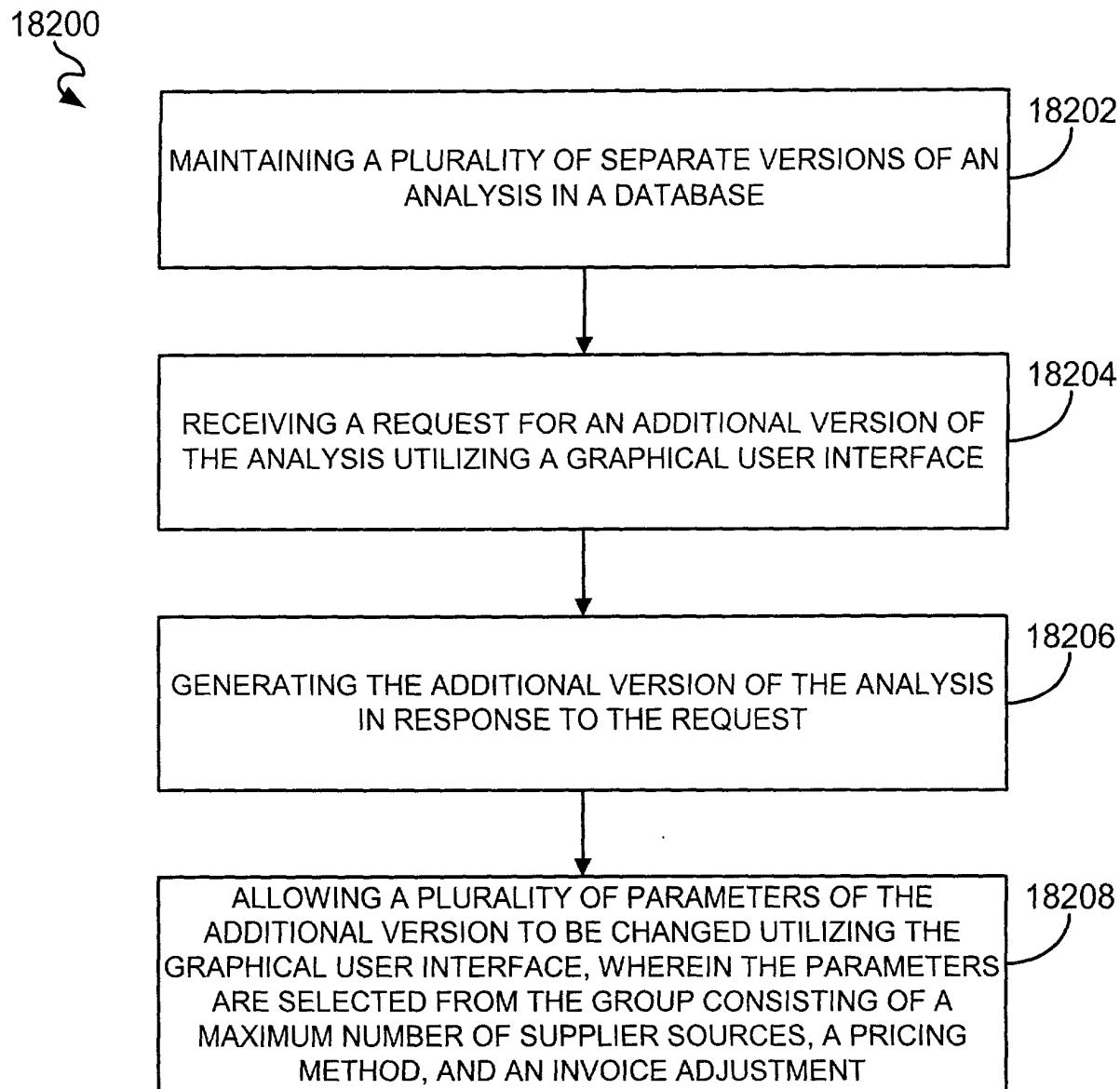


FIG. 182

18300

Search Query Reset

Query Values

Supplier FOB
DOP

7 Rows Selected

Supplier FOB
DOPACO-DOWNTON, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE

> >>

18302

FIG. 183

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

18500

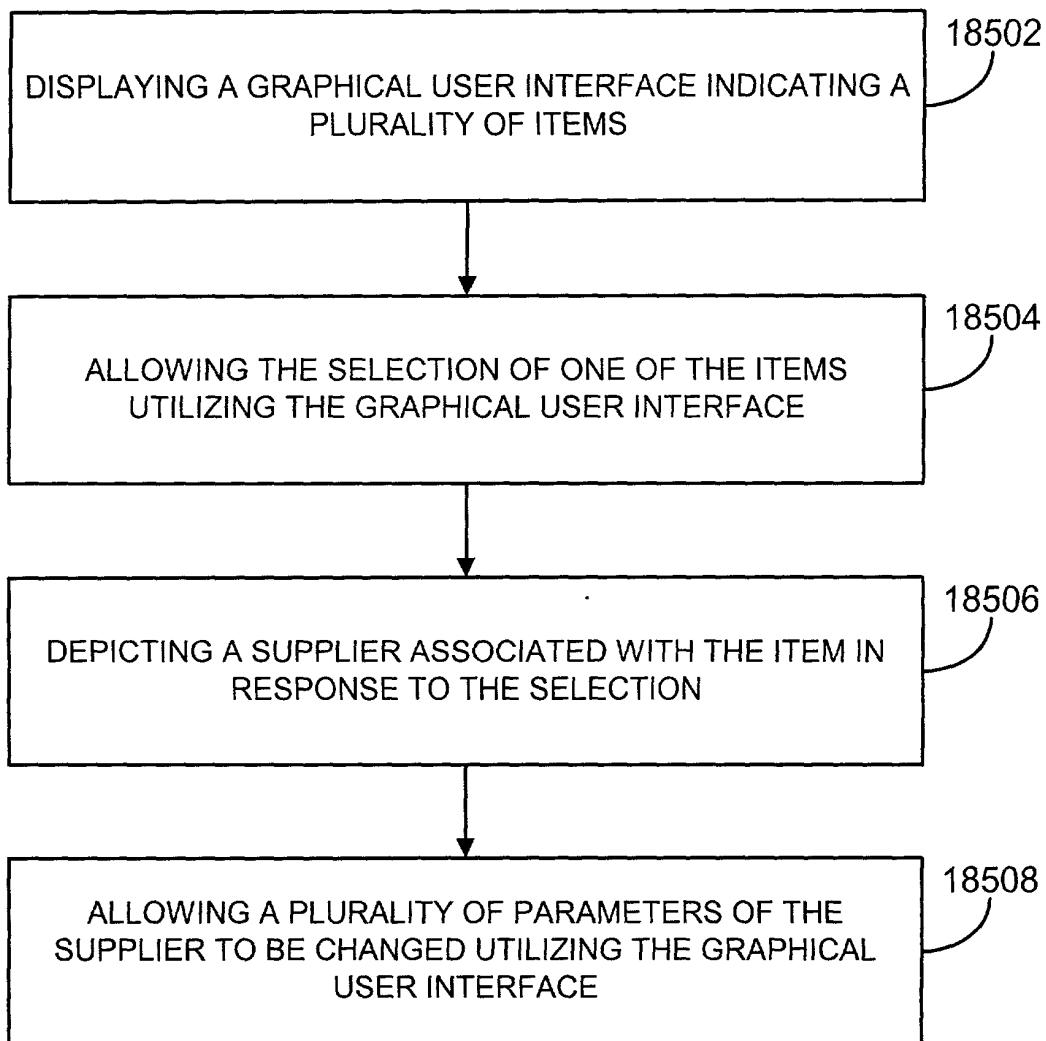


FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory	Case Cube: 3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M	INCHES	Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800

ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF
SUPPLY CHAIN COMPONENTS

18802

LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF
THE GRAPHICAL USER INTERFACE

18804

SELECTING THE RESULTS FROM THE RESULTS FIELD FOR
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

FIG. 188

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS	▼ Pallet	▼			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY	▼ Pallet	▼			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.	□ Pallet	▼	200,000,000		<input type="radio"/> Yes <input checked="" type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS	▼ Pallet	▼			<input type="radio"/> Yes <input checked="" type="radio"/> No
NESTLE FOOD COMPANY	▼ Pallet	▼			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS	▼ Pallet	▼	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS LTD-PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS LTD-PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC-OTHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

19100

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A
GRAPHICAL USER INTERFACE

DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE
OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER
SITES UTILIZING THE GRAPHICAL USER INTERFACE

CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A
SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER
INTERFACE

19102

19104

19106

FIG. 191

19200



Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume		
SSI FOOD SERVICES	0			
Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume		
VENTURA FOODS	0			
VENTURA FOODS	1	100,000		
Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500

Item Description	Supplier FOB		
FRIES-COATED	CAVENDISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON, INC-PASCO, WA		
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

19600

RECEIVING A SELECTION OF AT LEAST ONE OF A PLURALITY OF TYPES OF PRICING SCHEMES UTILIZING A GRAPHICAL USER INTERFACE

19602

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING THE GRAPHICAL USER INTERFACE

19604

DEPICTING AT LEAST ONE OF A PLURALITY OF PRICING FIELDS ADJACENT THE SUPPLIER SITES BASED ON THE SELECTION UTILIZING THE GRAPHICAL USER INTERFACE

19606

FIG. 196

19700

Total Rest. Growth Amount		Usage Period	
5.00%		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE/POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE/POST-DENVER	35	5.00%	37
AMERISERVE/POST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

Item	Item Growth %	Usage Period				
CHICKEN-PATTY	.000					
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

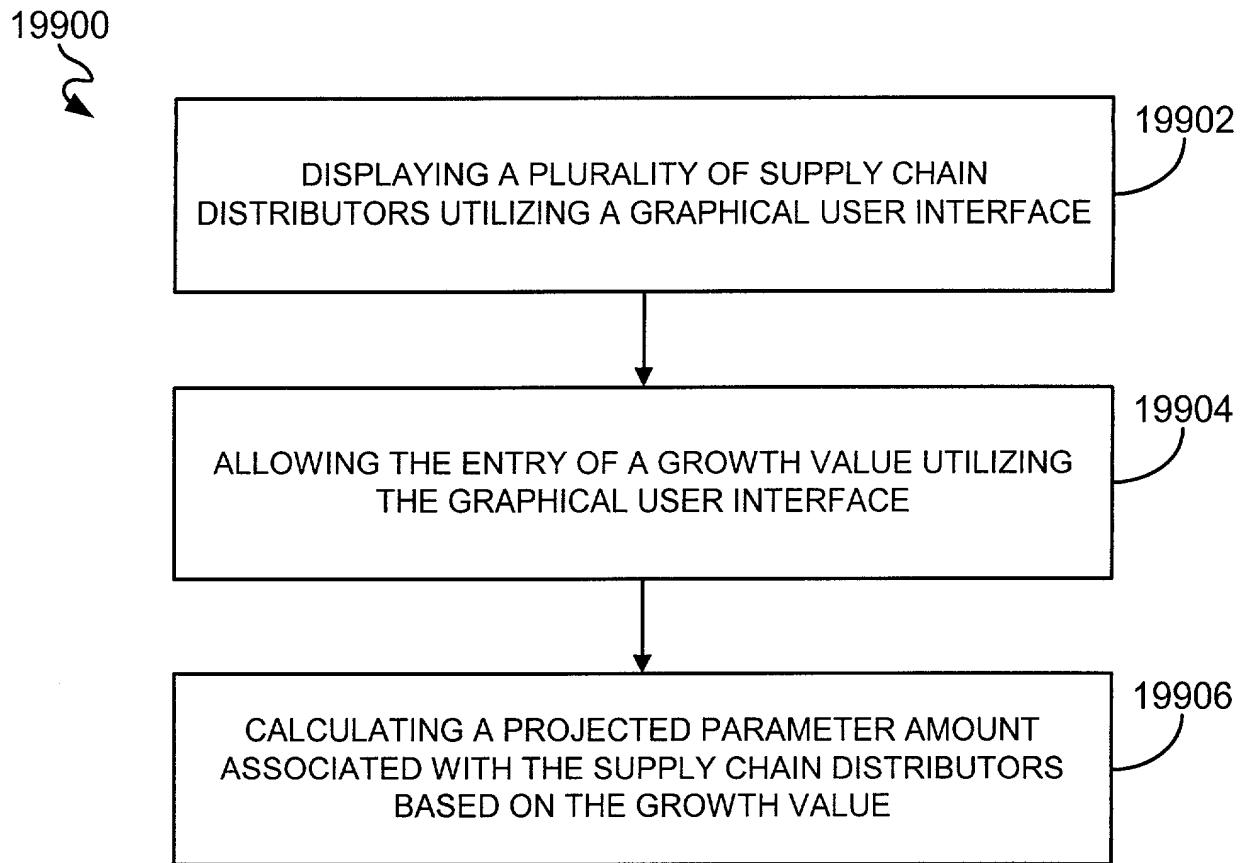


FIG. 199

20000

Supplier FOB	Address		
CAVENDISH FARMS	Dieppe	NB E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999	
LAMB-WESTON, INC.-AMERICAN FALLS, ID	American Falls	ID 83211	
Distribution Center		Lane Restriction	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

20100

FIG. 200

Supplier FOB	Address		
CAVENDISH FARMS	Dieppe	NB E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999	
LAMB-WESTON, INC.-AMERICAN FALLS, ID	American Falls	ID 83211	
Distribution Center		Lane Restriction	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded	<input type="checkbox"/>

FIG. 201

20200

Invalid Selection



AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.

OK

FIG. 202

20300

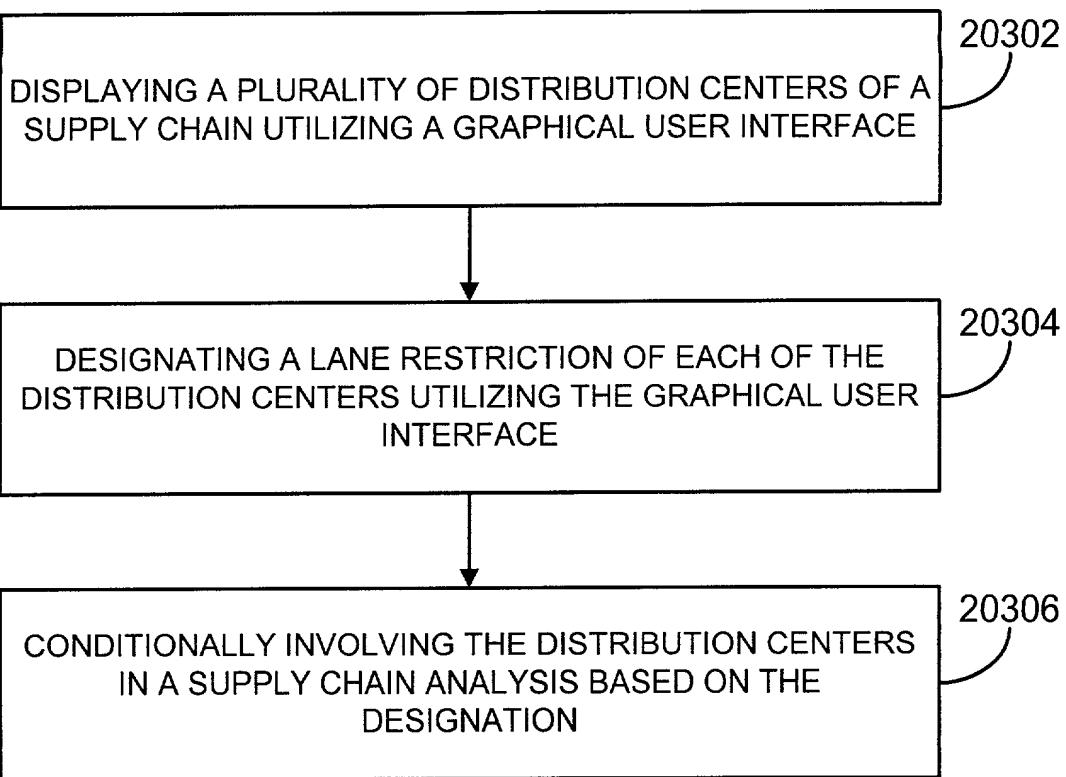


FIG. 203

20400

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance	
AMERISERVEPOST-ALBUQUERQUE	1,617		
AMERISERVEPOST-DENVER	1,277		
AMERISERVEPOST-SALT LAKE, UT	691		

FIG. 204

20500

Supplier FOB		Address	
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904
TYSON FOODS-GREEN FOREST, AR	Green Forest	AR	72638
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801
Distribution Center	Weight Minimum	LTL	
PS-ATLANTA	15,000	0 to 1,000 LBS	1.10
PS-BURLINGTON	15,000	400.00 1,001 to 5,000 LBS	1.20
		5,001 to 10,000 LBS	+
		10,001 to 20,000 LBS	

FIG. 205

20600

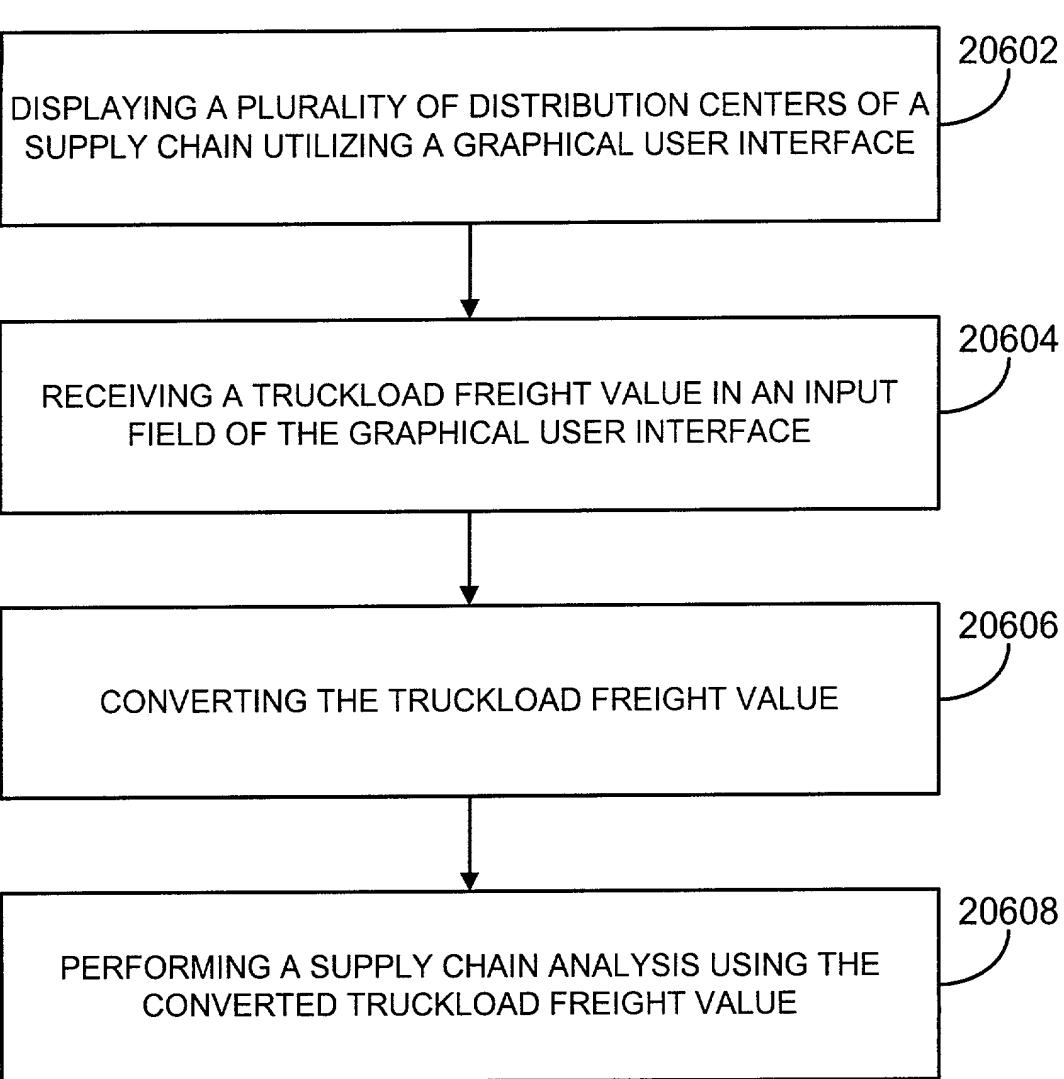


FIG. 206

20700

Analysis Region	Force FOB
MCCABE-PORTLAND/RNW-ANCHORAGE	<input type="radio"/> Yes <input checked="" type="radio"/> No
Distribution Center Name	Site Role
MCCABE QUALITY FOODS PORTLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

FIG. 207

20800

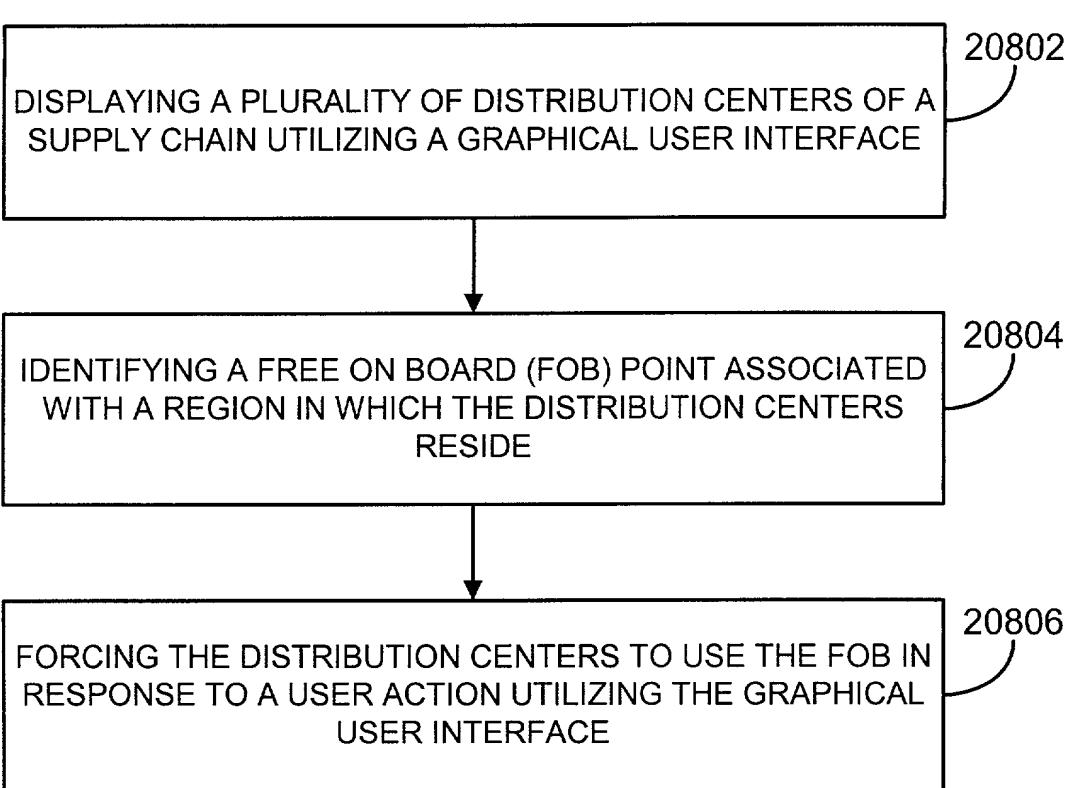


FIG. 208

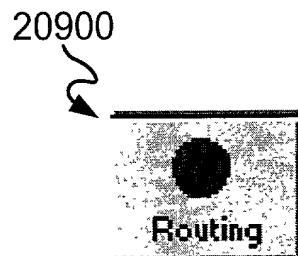


FIG. 209

21000

Report Selection

Report Type: Optimal Product Routing

Report Name: Freight Information Provided

Report Parameters

Supplier: (All)

Supplier FOB: (All)

Distribution Center: (All)

Version: Base Version

Freight Information Provided

LTL Routing Grid By Lane

Routing Results By Lane

Routing Results By Lane, Item

Routing Results w/ RDC Breakout By Lane

Routing Results w/ RDC Breakout By Lane, Item

TL Freight Variance Analysis

FIG. 210

21100

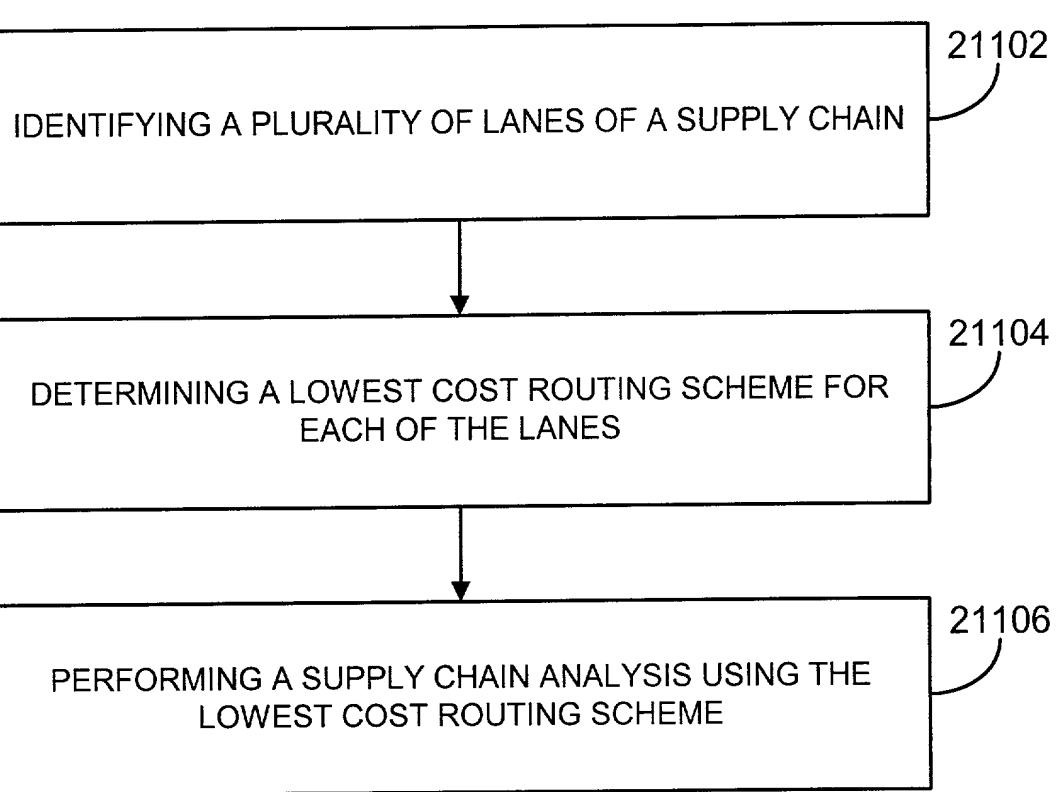


FIG. 211

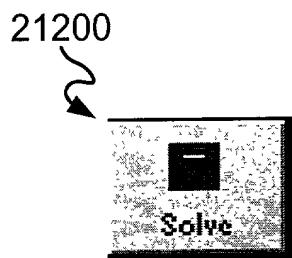


FIG. 212

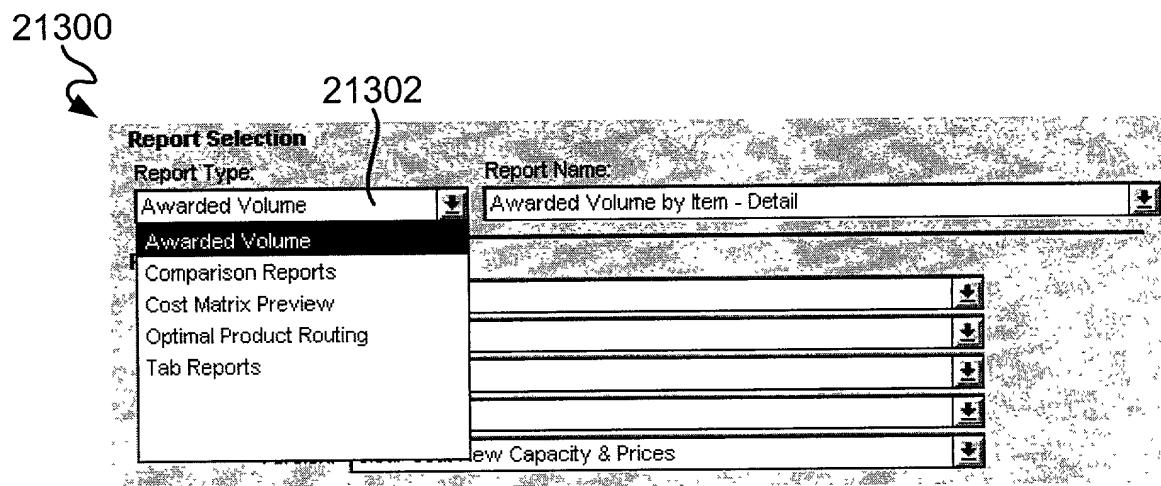


FIG. 213

21400	Awarded Volume by Item - Detail Awarded Volume by Item - Detail Awarded Volume by Item - Freight Awarded Volume by Item - Summary Competing DC Freight Analysis by Item Lane Assignment Matrix Lane Weighted Average Delivered Cost
-------	---

FIG. 214

21500	Assigned Volume Percentages (no conversion) Assigned Volume Percentages (with conversion) Invoice FOB Detail Comparison (no conversion) Invoice FOB Detail Comparison (with conversion) Invoice FOB Savings Comparison (no conversion) Invoice FOB Savings Comparison (with conversion)
-------	--

FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

21700	Report Name: Assigned Volume Percentages (no conversion) Assigned Volume Percentages (no conversion) Assigned Volume Percentages (with conversion) Invoice FOB Detail Comparison (no conversion)
-------	--

FIG. 217

21800

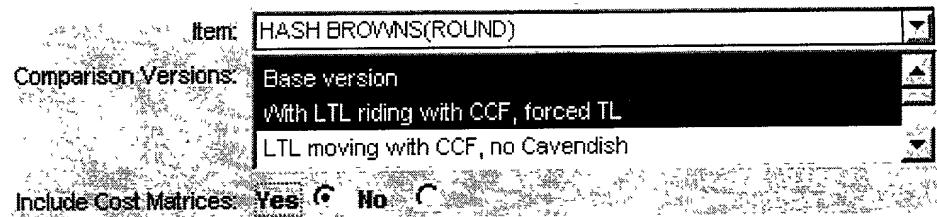


FIG. 218

21900



FIG. 219

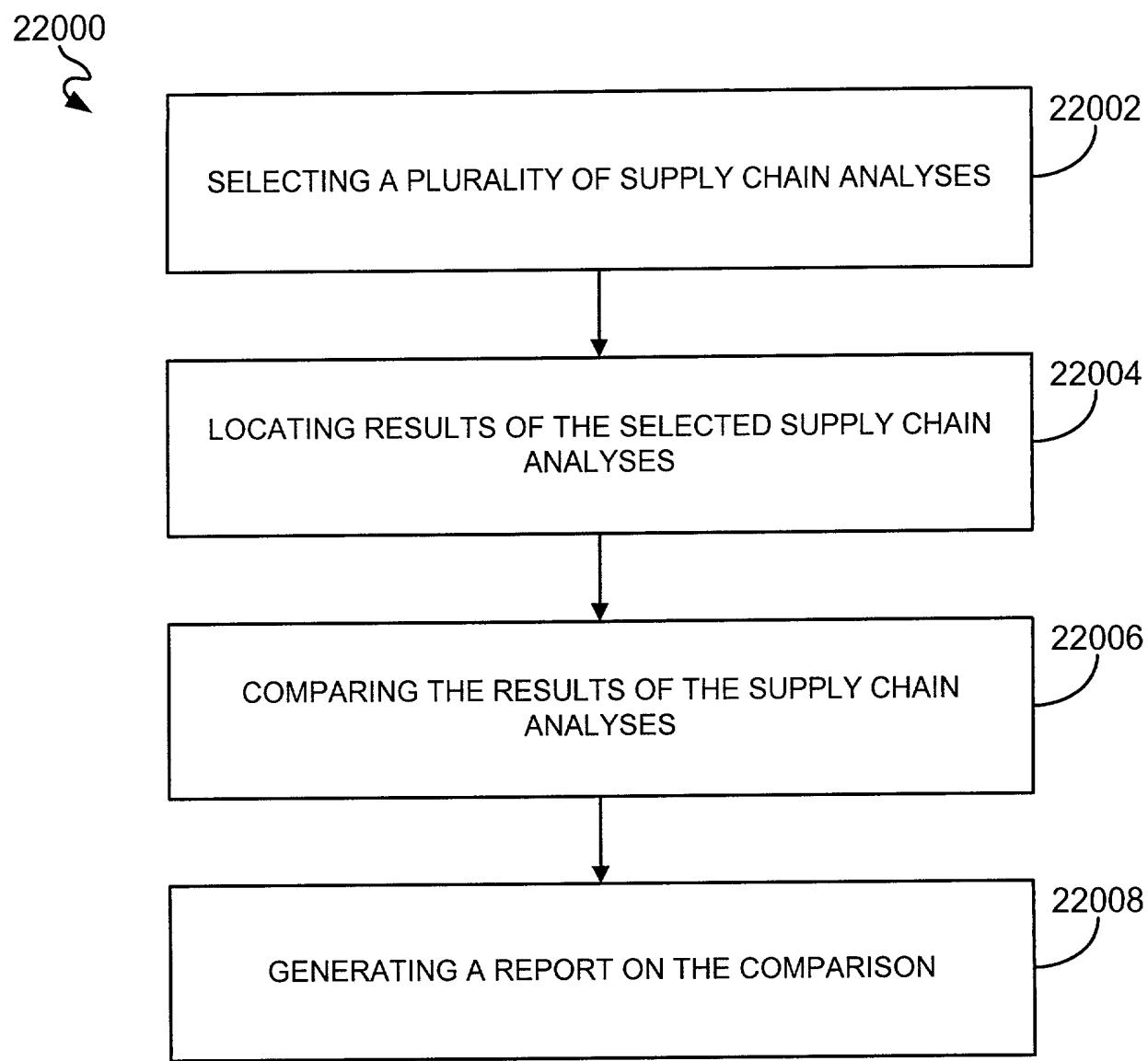


FIG. 220

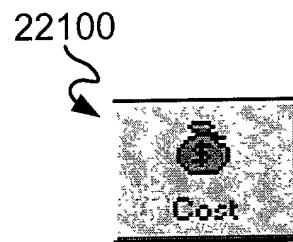


FIG. 221

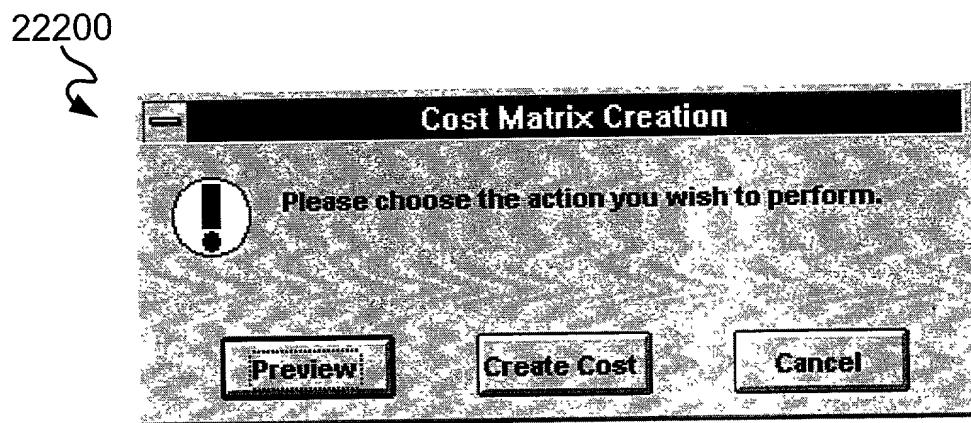


FIG. 222

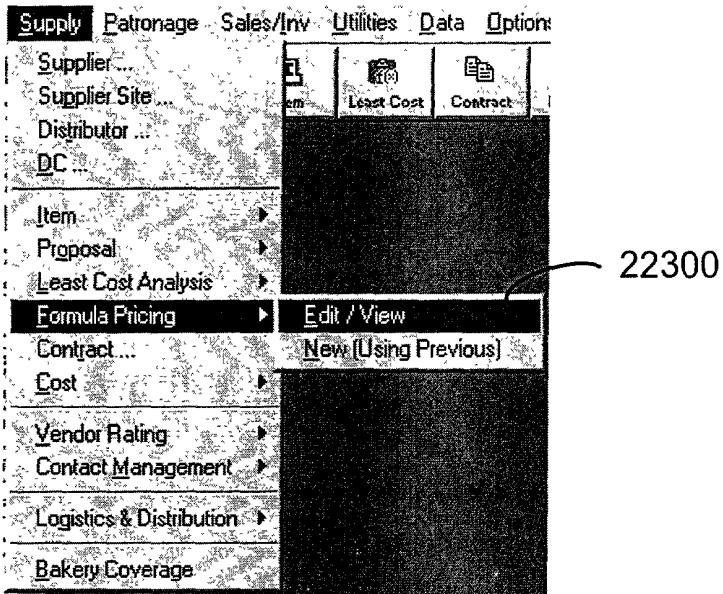


FIG. 223

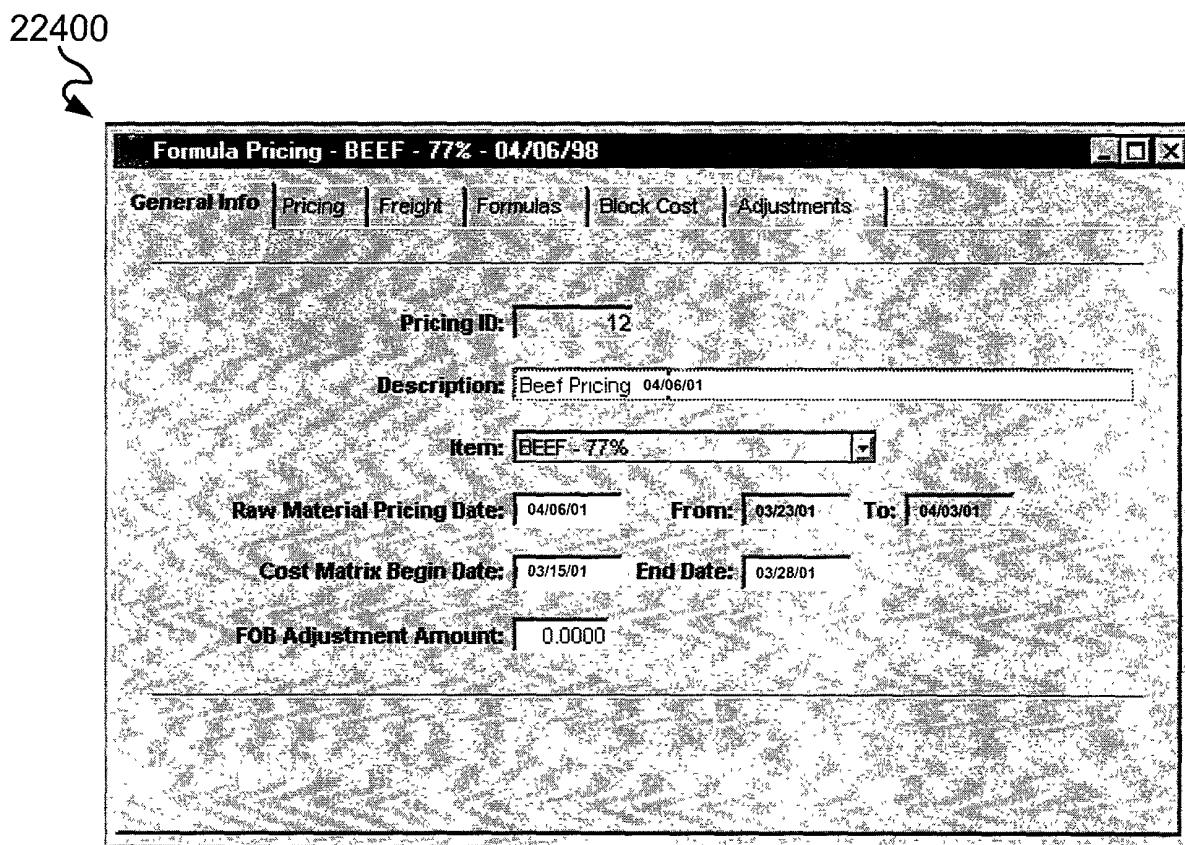


FIG. 224

22500

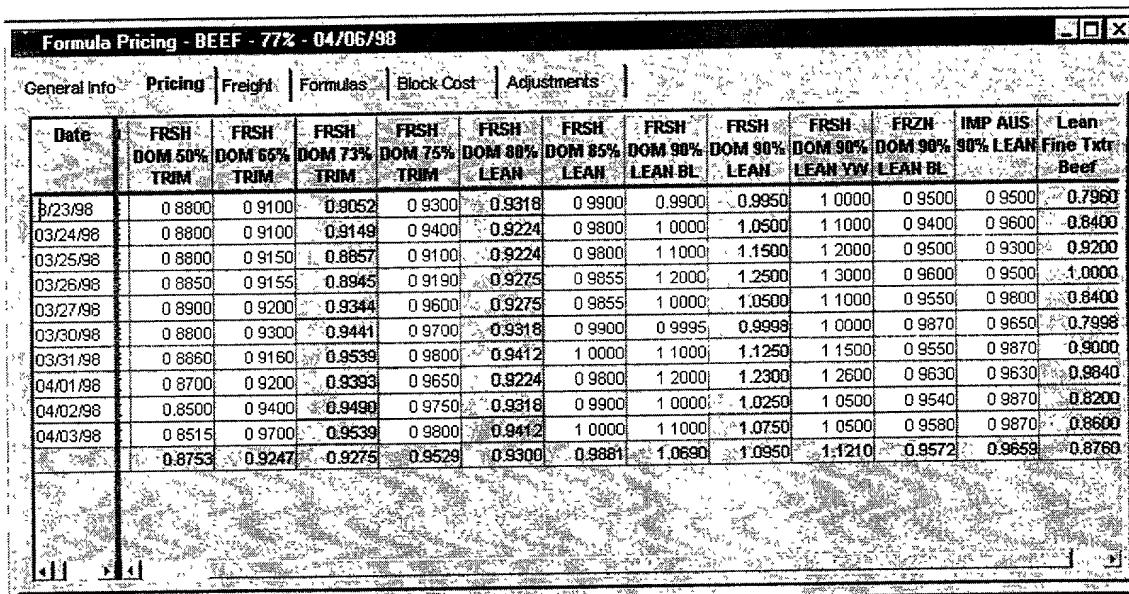


FIG. 225

22600

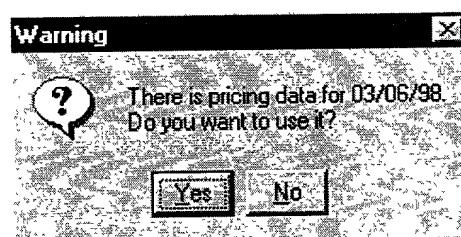


FIG. 226

22700

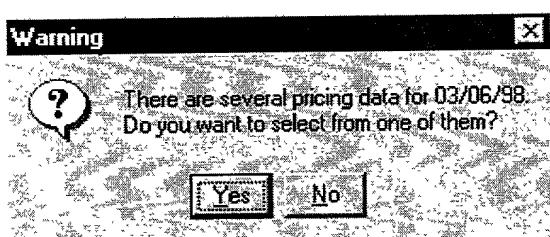


FIG. 227

22800

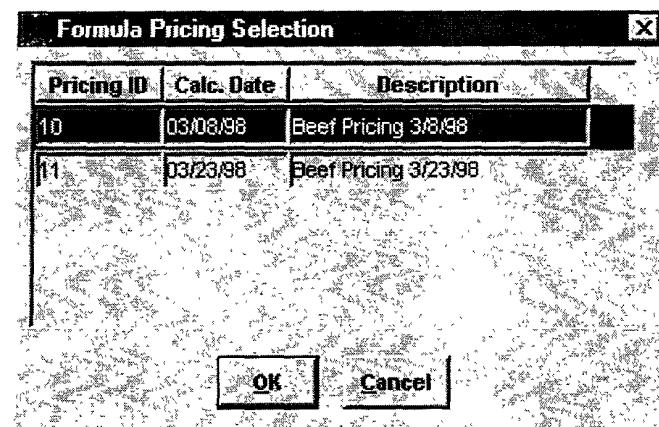


FIG. 228

22900

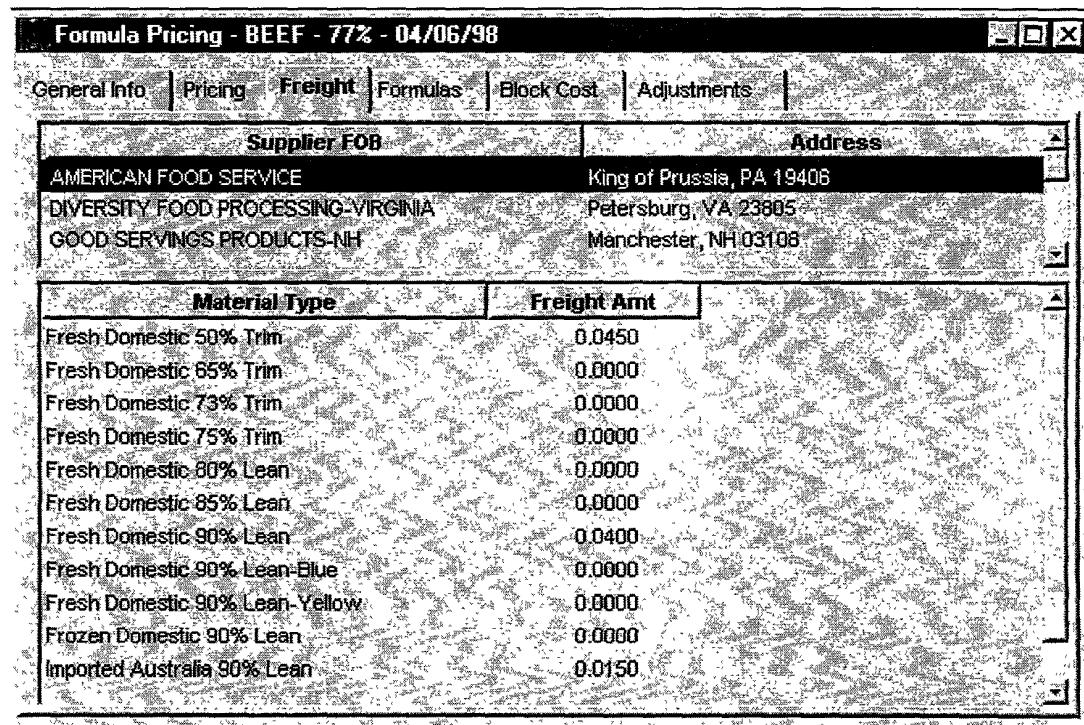


FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98													
General Info		Pricing		Freight		Formulas		Block Cost		Adjustments			
Formula	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Total
AFS-1	0.3120	0.2871							0.1880	0.2134	0.4000	0.3824	0.0911
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368			0.2000	0.2190	0.3200	0.3139	0.9341
GS-1	0.3270	0.3042							0.1730	0.1972	0.3600	0.3549	0.1400
S&C-1	0.2414	0.2200				0.2179	0.2026	0.2179	0.2153	0.2179	0.2386	0.1050	0.0956
SER-1	0.3250	0.2926							0.1750	0.1951	0.3650	0.3571	0.1350
TEX-1	0.3090	0.2766							0.3410	0.3602	0.2500	0.2452	0.1000
WH-1	0.3250	0.2958							0.1750	0.1969	0.3650	0.3608	0.1350
WIS-1	0.3325	0.2977							0.4675	0.5185	0.1000	0.0986	0.1000
													1.0618

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98									
General Info		Pricing		Freight		Formulas	Block Cost	Adjustments	
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?			
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1422	<input checked="" type="checkbox"/>			
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1479	<input checked="" type="checkbox"/>			
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1434	<input checked="" type="checkbox"/>			
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>			
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>			
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>			
WH-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>			
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1453	<input checked="" type="checkbox"/>			

FIG. 231

23200

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232

23400



FIG. 233

FIG. 234

23500

Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

FIG. 235

23600

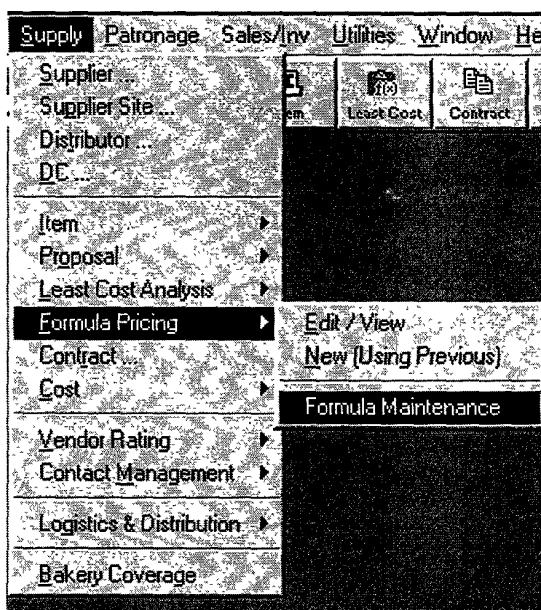


FIG. 236